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DISTRIBUTION AND WAREHOUSING



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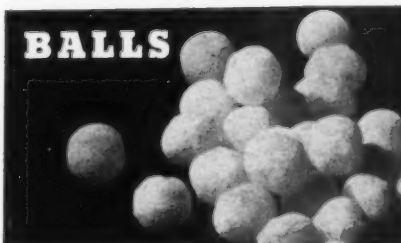
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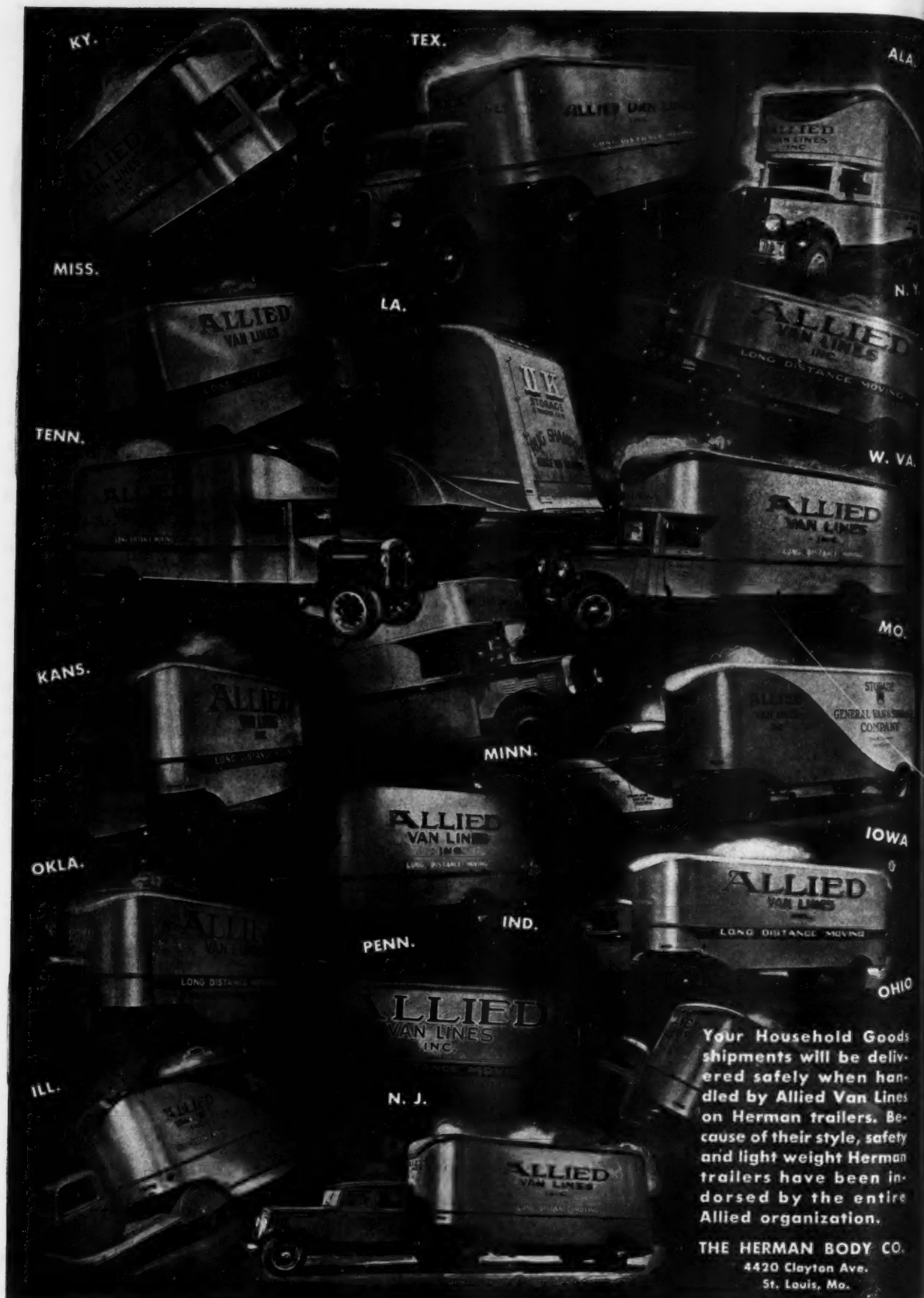
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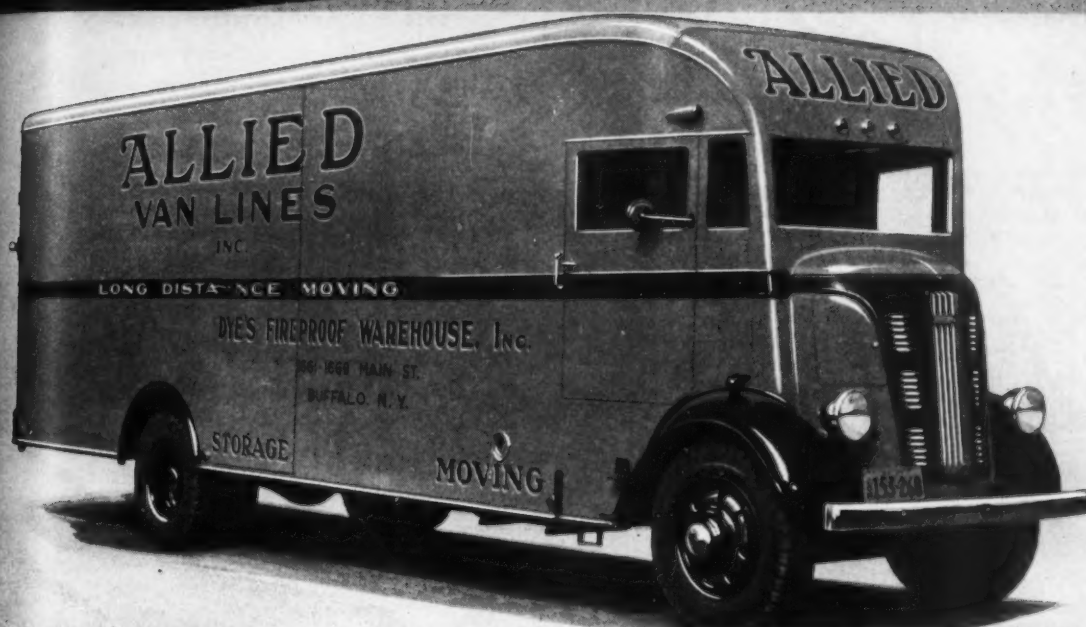


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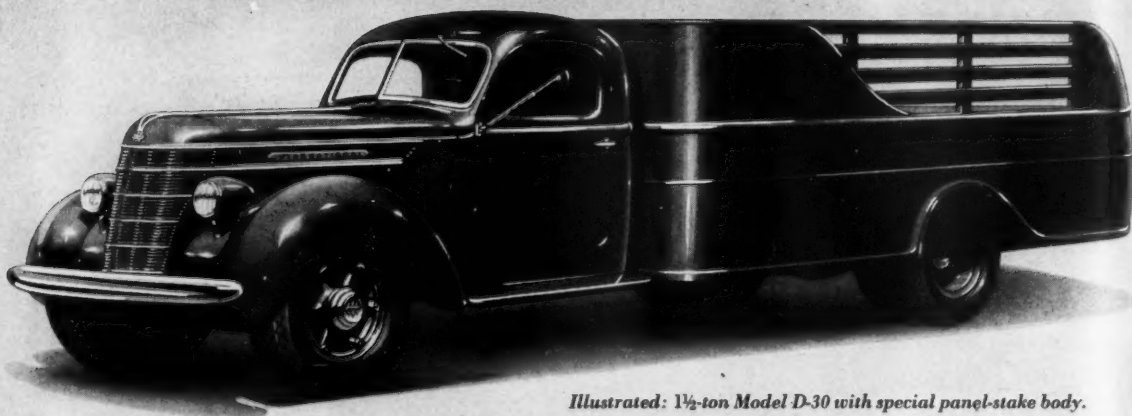
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INTERNATIONAL TRUCKS

LCL

from the Editor

Public v. Private—

NATIONAL distributors are more and more coming to realize that maintenance of spot stocks of their products at various points throughout the country is sound marketing strategy. No matter what the reason for the carrying of spot stocks, some sort of warehousing, either private or public, is involved. A few manufacturers meet their need by establishing private warehousing facilities but the majority are to an increasing extent each year making use of public warehouses.

Dr. John H. Frederick, Assistant Professor of Marketing, University of Pennsylvania, has written extensively on this subject in various business journals and is recognized as an authority, and he points out that when a manufacturer is considering the placing of spot stocks the first thing he has to decide is whether public or private storage facilities are to be used, and that in deciding this important question the following should be considered:

1. The type of product to be stored.
2. The volume of business now existing in and expected from the territories where the stocks are to be placed.
3. The costs of handling, storing, and services rendered by public warehouses as compared with the costs for the same functions when performed by privately owned and operated storage facilities.

Regarding the first of these three, Dr. Frederick writes:

"The type of product is important because there are some goods which require a special service in handling or in supplying repair parts which the public warehouses are unable to render. There are also certain small products, small in value and small in bulk, often withdrawn from storage singly, such as automotive repair parts, where only a few cents in value or a few pounds in weight are involved in many withdrawals. For such items the public warehouse charges for various services seem high.

"Even where products are of such a nature that they can probably best be handled by a manufacturer's own organization, there is no need for him to build or rent private buildings, as most public warehouses are glad to rent space to a client to use as he sees fit, and at the same time make it possible for him to avail himself of many of the services rendered to their storage customers. Many examples could be cited of products which are best suited to public warehouse storage. Such products are those which do not require special services in connection with their handling and storage—standardized products stored and handled in unbroken packages."

Volume —

With regard to the second—volume of business now existing and that expected—Dr. Frederick explains:

"Frequently this is the deciding factor, as the volume of business in a territory would not justify the overhead expenses

connected with the maintenance of private facilities. In any case, sales within a certain territory must be sufficient to enable carload shipments to a warehouse to be redistributed before the warehouse charges amount to more than the saving in freight charges from making carload rather than less-than-carload shipments."

Comparative Costs—

Many manufacturers say the chief reason why they decide in favor of public warehouses is that the latter are cheaper in the long run. When considering costs, Dr. Frederick reminds shippers, the question as to just which services the public warehouse is prepared to offer becomes important. He says:

"1. They supply trained, experienced personnel to perform all the details of handling, storing, assembling orders, marking, packing, record-keeping, shipping and delivery (including pool car handling and distribution, carload and less-than-carload shipping, the consolidating of shipments, and city and suburban delivery to customers).

"2. They store raw materials, manufactured articles and service parts of every kind in modern buildings with low insurance rates and adequate fire protection. Such buildings are usually located on railroad sidings with facilities for in-bound and out-bound carloadings and are equipped with the most modern devices and methods for scientific and economical storing and handling of merchandise.

Beau Brummell has been identified and only one of the hundreds who sent their

"3. They act in a branch house capacity for the manufacturer, doing everything that the manufacturer himself could do in the physical distribution of his products—except selling—and at a lower cost, as a rule. Not only do they store and distribute the manufacturer's goods, but they handle his orders through the use of an accredited list of customers to whom merchandise may be delivered, up to set limits, without the formality of receiving approval from the home office. This speeds deliveries. The warehousemen also will supply display space for samples, and office space for salesmen.

"4. They will aid a client in financing his stored goods through the issuance of negotiable or non-negotiable warehouse receipts, which may be used as bank collateral. To be accepted as bank collateral, warehouse receipts must represent goods stored by a *bona fide* warehouseman. Goods in private warehouses are stored by the owners thereof and are not acceptable collateral.

"5. They provide flexibility in storage space, as the manufacturer pays only for the space he uses and the services he actually receives. This space for service may be expanded or contracted in any market as sales grow or fall off, without making a contract and without advance arrangement.

"6. They enable a manufacturer to pre-determine his storage and distribution costs, as charges are on the basis of units of goods handled and on actual services performed unless the manufacturer prefers to rent on a space basis. The units of goods charged for by the warehouse are the same as the units used in selling; i.e., per case, per barrel, per ton, etc. The manufacturer thus knows his warehousing and handling costs per unit in a manner not possible when he does his own storage and handling."

No Formula—

A number of manufacturers who were known to be establishing spot stocks of their products in various marketing centers were recently asked by Dr. Frederick as to whether they were placing these stocks in public warehouses; and, if so, why they were deciding to use public warehouses rather than establish

their own private operations. The responses were illuminating. Quoting Dr. Frederick:

"Of the replies received, by far the greater number are making use of public warehouses. The reasons for their use are not the same in each case, which goes to prove that there is no universal formula which can be applied to all businesses to indicate whether or not public warehouses can fit into their plans of distribution.

"Each business is different and has its own distribution problems, and sometimes a business with a number of varied products has a different distribution problem for each product.

"The following may be said to be the most important reasons why large numbers of manufacturers have recently decided to use public warehouses rather than establish private facilities:

"1. Public warehouses are cheaper.

"2. First class public warehouses give a type of service which manufacturers can not economically establish in all the cities in which they carry stocks.

"3. There is no need to enter into long term leases of permanent real estate obligations when public warehouses are used.

"4. It is easier to finance merchandise stored in public warehouses.

"5. It is possible to expand at peak seasons with a minimum fixed expense; in other words, storage space in public warehouses is much more flexible than in private warehouses.

"6. No preliminary work is necessary before establishing a stock.

"7. No management of the warehouse is necessary and no material changes are needed at the home office when spot stocks are placed in public warehouses. Branch sales managers are not hampered in selling work due to the problems of building operation and maintenance; they and their men do nothing but sell."

Conclusion—

Unless a manufacturer has a very large volume of business in a given territory, is Dr. Frederick's conclusion, "a public warehouse can perform all the necessary functions of distribution at a much cheaper rate than they could be carried on by a private warehouse organization."

"Now" v. "Will Be"—

"A raise in rates will be necessitated due to changes in conditions." So a warehousing executive writes to DandW.

But why the future tense?

Recognizing the Social Security Act taxes, increases in prices of commodities, the upward swing of industrial recovery, and generally increasing costs of doing business, as factors, the merchandise operators who are members of the Southwest Warehouse and Transfermen's Association adopted a new tariff at their recent Mineral Wells convention—Illinois Merchandise Warehouse Guide No. 1, a compilation by the Illinois Association of Merchandise Warehousemen.

Such a step has long been under consideration in various parts of the country. Now that the lead has been taken in an organized way, it is inevitable that the movement will spread and will be reflected in warehousemen's quotations to traffic managers.

Shippers must recognize that this is not an effort to charge "all the traffic will bear" but is prompted by the stark necessity, on the part of warehousemen, of meeting the mounting costs, including wage increases for workers.

The warehouse operators is as surely entitled to a fair profit—to equitable return on investment—as is the manufacturer.

Passing a Tax On—

It is probably pretty well settled in the minds of warehousemen that they cannot pass the Social Security Act taxes on to their shipper-customers in the form of specific percentages added to the bills sent to those customers. It will be recalled that some storage operators had contemplated doing that.

The danger is that the percentage noted on the bill would not be the precise amount paid by the warehouseman as tax. To bill the shipper an amount in excess would be a violation of law.

Similarly a shipper may not add an item, as arbitrarily 2%, to bills or invoices and list such item as a Social Security tax.

The Bureau of Internal Revenue, Treasurer Department, points out:

"A tax of 2% of the sale price

solutions to the Bottom Line Editor picked the wrong man. And, only one of the entire

of an article would be necessarily greatly in excess of the amount of taxes imposed under the Social Security Act with respect to the compensation of the employees engaged in the production of such article. Even though an employer might in some instances pay the Social Security tax on behalf of his employees as well as the tax on the employer, the sum of these taxes would not in any case be measured by the sale price of the article sold.

"For this reason, to indicate an item on an invoice as a Social Security tax, which item amounts to 2% of the sale price of the article listed on the invoice, would be a palpable misrepresentation of the amount of taxes imposed under the Social Security Act. Persons engaged in this form of misrepresentation would be subject to prosecution under the provisions of Section 1123 of the Revenue Act of 1926 relating to frauds on purchasers, which are made applicable to the Social Security Act by Section 307(c) of that Act."

Horatio Alger—

The New York Rotary Club has selected a warehousing executive to lead it during the year ahead. At the group's annual meeting on April 6, Charles S. Morris, head of Metropolitan Fireproof Warehouse, Inc., was chosen president.

As storage operators know, a gavel in the grasp of Mr. Morris is nothing unique. "Gentlemen, please come to order!" has long been part of his vocabulary, which ranges eloquently from technical trade terms on the convention floor to Yiddish impersonations at the convention banquet. He was honored with the presidency of the National Furniture Warehousemen's Association when the latter was organized at Mackinac Island about seventeen years ago, and was re-elected. He has served as president of both the New York Furniture Warehousemen's Association and the Van Owners' Association of Greater New York.

At the age of 12, Charles was selling matches at a Philadelphia street corner. And he was doing it successfully—but that was before United Cigar Stores began giving them away. In those days, experience taught him that boot

straps were something to pull one's self up by. That realization, plus pluck and a keen sense of humor, elevated him to national prominence in the industry in which he elected to compete.

So here we have a modern-day Horatio Alger—grown to business maturity in an era in which a Federal bureaucracy was doing little or nothing to stifle American individualism.

Wagner Act—

The United States Supreme Court's decision upholding the constitutionality of the Wagner Labor Relations Act and declaring collective bargaining "a fundamental right of labor" probably directly affects only those public warehouses operating within the District of Columbia, according to James J. Butler of DandW's Washington Bureau.

The nation's capital is under the direct control of Congress, and when a Federal statute is enacted it specifically provides that its operation shall encompass commerce "between the States and within the District of Columbia." Therefore, regardless of the fact that warehousing has been established as a service trade and one in which interstate commerce is not involved, Mr. Butler points out, the Washington warehouse operators are subject to the collective bargaining law.

In the Wagner Act decisions the high Court wrote a new definition of interstate commerce. Following the decision in the Virginia Railway case, handed down two weeks earlier, in which the Court expanded the commerce classification, the justices agreed that the movement of commodities was a controlling factor. In the railway case the Court declared back-shop employees—that is, those who repair rolling stock—were engaged in interstate commerce for the reason that their continued employment was essential if stoppage of the flow of commerce was to be avoided.

In the Wagner Act decisions the Court amplified to some degree, saying in effect that a firm which purchases much of its materials in a State other than the one in which its plant is located, and sends much of its product over a State line, is engaged in interstate commerce. That find-

ing overruled in large measure the statement made in the Carter Coal Co. case, by which the Guffey coal bill was made void, that mining, manufacturing and agriculture are not subject to Federal statute, being purely intrastate functions.

Significant to warehousing is the following (quoting from a letter from Mr. Butler):

"While the Wagner Act decisions greatly broadened the scope of interstate commerce, they did not go to the extreme of declaring the service trades within the reach of Federal statute predicated upon the interstate commerce clause.

"J. Warren Madden, chairman of the National Labor Relations Board, made the distinction between service trades and productive enterprises clear at a press conference after the Supreme Court's decision. But, he also made it clear, the unusual position which the District of Columbia occupies in the governmental make-up causes all employers in that zone to be subject to the Federal statute.

"Although much of the merchandise handled by public warehouses comes across State lines and travels across lines when the period of storage is over, the function of the warehouseman is to store only. His action is an incident of interstate commerce, it is explained, but he is not actually engaged in such commerce."

This New Day

J. W. Shugart, vice-president of Waples Platter Co., Fort Worth, was the featured speaker at the semi-annual meeting of the Southwest Warehouse and Transfermen's Association in April, and we'll pass on some of the things he said in his paper "Animating Sales Lethargy."

Alluding to "This New Day"—Diesel engine tractors, air-liners spanning the oceans, streamlined trains, air-conditioning, mobile houses, a progressive chemical industry developing new uses for raw materials—Mr. Shugart said there must be some reason why "some businesses continue slow and still are in the midst of depression, while other businesses are enjoying the greatest expansion." The answer, as he saw it, lay in advertising and selling.

group called us to task for spelling Brummell with one 'L', instead of two. He said:

"These," Mr. Shugart said, "are the greatest factors in this New Day. Why not set up a working model—set aside some part, say 5%, for advertising and sales promotion? . . . In selling there are four magic words—confidence, knowledge, tact, and hard work. They really represent the cornerstone of successful endeavor.

"Sales promotion and advertising are big factors in this New Day. Many of us do not think we can afford to advertise. . . . Advertising naturally occupies the great important place in the transfer and storage business—if we would modernize and go forward. The warehouseman can—he must—employ first these finer things, to lift his business out of the old style rickety express wagon or ordinary truck. The public generally gets only what it pays for. It is well to remember the old adage—if someone offers you something for nothing, take no chances, just call the police! . . .

"We must out-sell—to over-

come competition. We must successfully advertise, promote our business and push our business in such fashion as to out-distance competition. 'Business goes where it is invited and stays where it is well treated!' Let's not meet competition, but let's keep ahead of it."

Cherry Trees—

Clarence A. Aspinwall, prexy of Security Storage Company, Washington, D. C., suggests we "write an editorial" in our "best style" on the subject of the national capital's Japanese cherry trees, which, it would appear, are doomed to destruction—something which should be unthinkable.

Appealing to the warehousing industry to help kill the idea, Mr. Aspinwall writes:

"It is proposed, and the plan has been approved by the committee in Congress having it in charge, to erect a memorial to Thomas Jefferson in a location south of the Basin. The plan proposes the up-rooting of the Jap-

anese cherry trees, the destruction of the Basin, and the substitution thereof of a rectangular pool.

"Architects, landscape artists and others competent to express an intelligent opinion have protested against the whole plan, but we outraged voteless citizens of the capital are mainly concerned over the destruction of the Japanese cherry trees, which give us, and thousands of visitors, great joy each spring. Incidentally, the first of these cherry trees were presented to us by the mayor of Tokyo, and their wanton removal is quite likely to create an unfavorable reaction in Japan.

"I should like to request through your columns of all readers who have seen the cherry trees, who have heard about them and hope to see them, or who want to aid in saving a thing of natural beauty, to write to their Congressman and/or Senator and ask him to do what he can to prevent the outrage."

To which we say "Amen!"

Railroads Seek Annulment of ICC Order of Feb. 2 in Ex Parte 104, Part VI

THE seven trunk line railroads which, respondents in the Interstate Commerce Commission's Ex Parte 104, Part VI, serve the Port of New York, requested a special Federal statutory Court in New York on April 22 to annul the Commission's order of Feb. 2 prohibiting them from giving alleged unlawful warehousing concessions to shippers at less than cost.

Ex Parte 104, Part VI, involves practices of trunk line carriers serving the Port of New York and specifically the warehousing and storage of property.

The railroads filed in Federal Court in New York in March a bill for an injunction to restrain the ICC's order of Feb. 2 from becoming effective. After the carriers had taken that step, the ICC postponed from April 15 until June 15 the effective date of the Commission's order of Feb. 2. The hearing on April 22 was on the railroads' bill for an injunction, and was before Judge Harrie B. Chase of the United States Circuit Court of Appeals and Judges Robert P. Patterson and Murray Hulbert of the United States District Court.

After hearing arguments throughout one afternoon the court reserved decision and granted requests to file additional briefs.

On one side were ranged the railroads, with \$30,000,000 invested in warehouse facilities, and on the other the private storage industry with \$137,000,000 at stake, backed by the ICC, the Department of Justice and the city of Boston.

Soon after the Government began to present its case Judge Chase, presiding, asked for a definition of "cost" as applicable to the case. This point proved to be elusive all through the session despite numerous efforts

from the bench for oral elucidation. At the conclusion of the hearing the question of cost had been cleared up to the extent that it was a variable thing, sufficiently explained and detailed in ICC reports and exhibits.

Opening the argument for the railroads, Edwin H. Burgess charged that the Commission did not say in its order what it meant by cost and that in any event the roads had based their storage service on "reasonable worth."

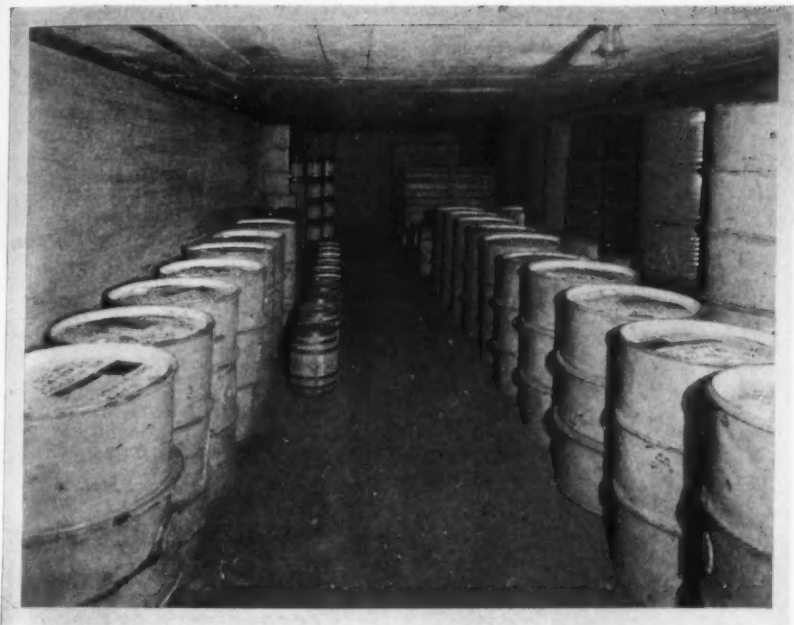
Even if railroad warehouse leases were allowed at less than cost, continued Mr. Burgess, the chief issue was whether the roads by so doing were guilty of granting unlawful concessions or rebates, as held by the Commission. He contended that such a finding was insufficient as a matter of law, violative of the Fifth Amendment.

The fact that a shipper got a lease at less than cost should not set him apart as a Pharisee against other shippers, Mr. Burgess continued. What shippers were getting, he said, was no different from current market values and not less than reasonable.

Mr. Burgess asserted also that provisions of the order were contradictory in that the roads were asked in effect to violate rate schedules filed with the ICC by charging more for the warehouse service. He explained that Section 1 of the Interstate Commerce Act defined tariffs for transportation, including storage in transit. He concluded with the proposition that, while the order was fatally defective as to cost, the roads were asked to comply or lay themselves open to fines of \$5,000 a day.

(Concluded on page 51)

"Any good dictionary will give you the proper spelling of Beau Brummell, who was



SAFETY FOR

INFLAMMABLES

IS PROVIDED BY S. N. LONG'S
SPECIAL WAREHOUSE VAULT

INDUSTRY finds itself constantly confronted with new conditions which must be met, and be it said to the credit of industry that "it can take it" and always finds a way to meet the conditions.

Consider, for instance, the handling and storage of products which come under certain classifications. There are manufacturers which in the past have made inflammable products and which in the course of time, in an endeavor to widen their markets, have added non-inflammable products to their list of items. Likewise there are those which have never made an inflammable product in the past but which now find themselves

putting a commodity on the market which contains naphtha, ether, or some other inflammable liquid or solid, thereby being compelled to place it in the classification of hazardous products.

Handling and storage of this type of products vary in the different sections of the country and also in the different sections of the metropolitan areas, because of certain regulations.

In the Revised Chicago Code, for example, inflammable liquids are placed under four classification. In Class One are liquids with the flash point below 25 degrees Fahrenheit; in Class Two are liquids with the flash point above that for Class One and below 70 degrees Fahrenheit;

in Class Three, liquids with the flash point above that of Class Two and below 187 degrees; while in Class Four are all liquids above the flash point in Class Three. In each of these classifications are listed the different liquids belonging to that particular class: Class One—ether, carbon bisulphide, gasoline, naphtha, benzole, collodion, hydrocarbon, liquified petroleum gas, acetone; Class Two—alcohol, amyl acetate, toluol, ethyl acetate, methyl acetate; Class Three—kerosene, amyl alcohol, turpentine, whiskey, brandy; Class Four fuel, oil.

Among the many products which come under the classification
(Concluded on page 96)

George Bryan Brummell (1778-1840), a famous society leader and an intimate of



THEY'VE USED

Hiram Ricker & Sons, of Poland Spring, Me., bottlers and distributors of Poland Waters, avail themselves of convenience and economy of public warehouse service.

Three products of Hiram Ricker & Sons

By Carleton Cleveland

THAT water of unquestionable purity should have a sufficient demand to be sold all over the world is really not surprising when it is realized that pure water is one of the most important elements in the diet of the human being.

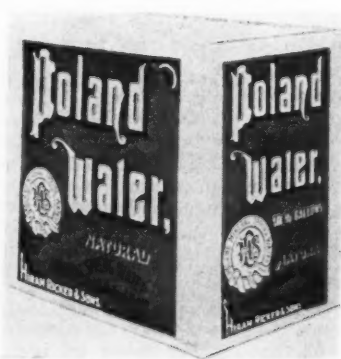
Poland Water, a pure spring water, bottled and distributed by Hiram Ricker & Sons, Poland Spring, Maine, has proven its value as a more than wholesome drink, and was recognized as such as early as 1844. At the present time it has found millions of appreciative patrons not only in the United States but in countries which have famous "Springs" of their own.

It is interesting to know that as long ago as 1886 Hiram Ricker & Sons appreciated the convenience and economy of the pub-



lic warehouse and availed themselves of its services. With the gradual increase of the sale of Poland Water and the development of changes in marketing and deliveries, it became evident that by carrying stocks in warehouses located near the respective groups of wholesalers and jobbers through whom distribution was being effected, and who operated in somewhat restricted areas and therefore were in the habit of purchasing in l.c.l. lots, these could be served more promptly and efficaciously.

Besides selling through bro-



A carton of six half-gallons of Poland Water

the Prince Regent, afterward George IV, with whom he finally quarreled." We're

ED PUBLIC WAREHOUSES SINCE 1886

kers, wholesalers and jobbers, the company maintains sales offices in New York, Boston, and Chicago. At present twelve public warehouses in eleven cities are being used for carrying stocks.

New territories are, of course, opened from time to time, but before entering the territory the company makes a careful survey of the possibilities in that section; and after a favorable decision has been reached, tentative arrangements for warehouse facilities are made before actually opening the territory.

Through many years of experience in the distribution of its products the company has learned much as time went on through the method of trial and success. Thus it has been found that a supply equalling three or four weeks' average sales has been the most satisfactory amount of stock to keep in the respective warehouses, the shipments to warehouses being made

Public Warehouses Used Ricker & Sons

Baltimore—Terminal Warehouse Company of Baltimore City.

Chicago—Crooks Terminal Warehouses, Inc.

Cincinnati—Baltimore & Ohio Warehouse Company and Security Storage Company.

Columbus—Merchandise Warehouse Company.

Detroit—United States Warehouse Company.

Montreal—Hill Warehouse.

New York City—Terminal Warehouse Company.

Omaha—Bushman Warehouse & Storage Co.

Pittsburgh—Consolidated Storage Co.

St. Louis—Columbia Terminals Company.

Washington, D. C.—Terminal Storage Co. of Washington.

from the home plant in carload lots.

Reports from the warehouses are, of course, required, but only in the simplest form. Withdrawal delivery reports are mailed daily to the company by each warehouse, and on the first of each month the warehouses send inventories of the amounts of stock in storage at the close of the preceding month. Shortages are settled on an equitable basis, the warehouse paying for any shortages which cannot be accounted for.

It has also been found more satisfactory to permit warehouses to fill orders immediately upon their receipt in cases where it is known that the credit is good, the warehouses having been provided with lists of such customers. All other orders must first be approved by the home office.

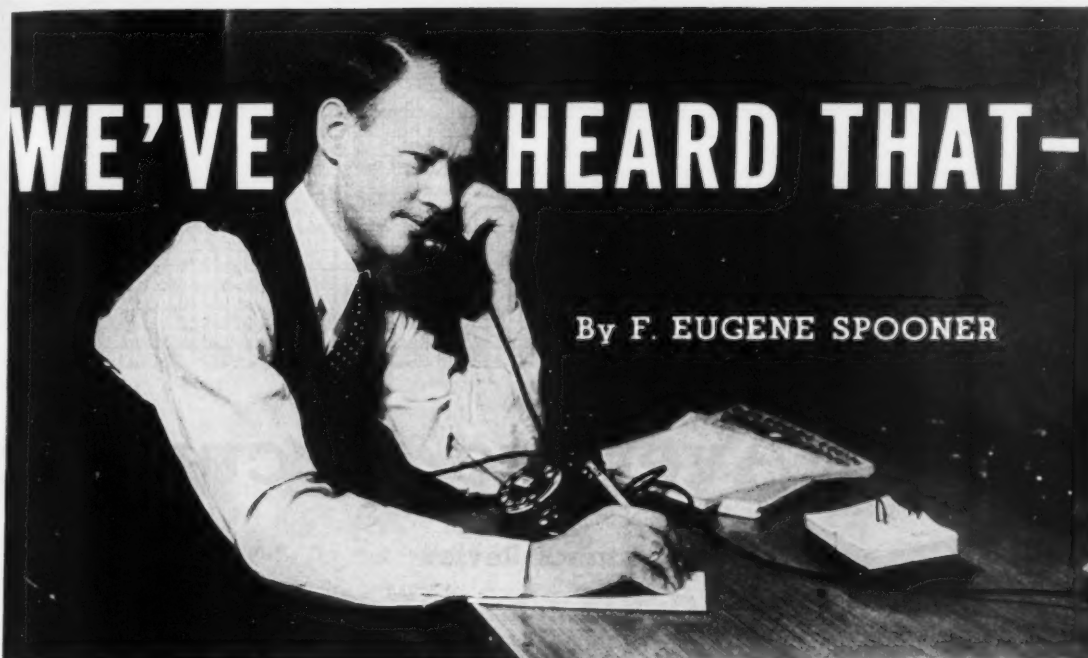
Shipments are usually made as specified by the customer, although in winter all l.c.l. lots are made by truck, as the railroads do not furnish warm car service, except to a few points, usually between large cities. Heated rail car service is, however, used for carload foreign shipments, the cars being loaded at the plant, the point of embarkation on such shipments being either Boston or New York City. Foreign shipments in l.c.l. lots are made from the Terminal Warehouse stock in New York City.

Advice from the company revealed the thought that much assistance to the shipper's traffic manager could be given if the warehouse, after securing new business, would inquire as to what points in the warehouse area the shipments will be made and for how large an area the company intends to use the warehouse. Immediately upon receipt of this information the warehouse could render good service



General view of Ricker filling room, showing bottle sterilizers and other modern equipment

not looking for a quarrel with anyone but we want to remind this reader that in his



ONE of the big store chains may be flirting with the warehouses before long. Up to this time its store managers have been forced to purchase direct from factories prior to anticipation of inventory shortages, and, incidentally, paid postage or freight charges on the small packages.

Whether such charges have proved obnoxious or not, it is possible to believe that studies of various commodity turnovers in the various zones may have developed the idea that spot-stocking in warehouses is cheaper and more convenient on some lines that heretofore have required too frequent small package postage charges.

Whatever the reason for this interest in warehousing, we do know that the traffic manager of this company is working up facts designed to convince his superiors that public warehousing has a place in this company's distribution plan.

Strike Tale o o o

A gentleman fresh from Washington says: "The gang up there is trying to get the country tied up by strikes so there will be a situation like the bank holiday—and then the public will demand a law to let Congress control all labor relations regardless of the Supreme Court."

New Dwellings o o o

Further substantial gains in home building are anticipated in the current year, unless there should develop an undue rise in construction costs. It is expected that some 425,000 dwelling units will be built, as compared with an estimated 275,000 last year. Housing experts figure that for the next several years the country will require more than 500,000 units to take up the shortage and to provide for new families.

Winter Wheat o o o

The largest winter wheat crop in six years and materially above the average is indicated for the United States this year. Average of the estimates on production is 655,000,000 bushels. This compares with 519,000,000 bushels harvested last year, 464,000,000 bushels

in 1935, 406,000,000 bushels in 1934, and 376,518,000 bushels in 1933. The big harvest of 1931 was 818,000,000 bushels.

While the new crop prospects are favorable, the remaining supplies from the old crop are the smallest in many years, dating back before the war.

Corn Stalks o o o

Corn stocks are at a 40-year low. Estimates average only 381,000,000 bushels. A year ago farm stocks of corn were 776,000,000 bushels; and two years ago, following the short crop in the 1934 drouth year, they were 436,000,000 bushels.

Rubber Storage o o o

An agreement with the Interstate Commerce Commission concerning storage and other charges on crude rubber in transit in New York Harbor warehouses has been worked out by crude rubber importers and the rail carriers. Under this, present storage charges will be protected for one year on traffic in storage before the effective date of the increased storage rates made under the ICC order in the Ex Parte 104, Part VI (warehousing and storage of property by carriers at New York).

Appointment o o o

R. J. Jones has been appointed Pacific Coast traffic manager of General Foods Corp. Mr. Jones was previously assistant traffic manager of Garrett Transfer & Storage Co., Los Angeles and Pocatello. The General Foods plant in Los Angeles is the home of Maxwell House coffee and Jello products. The company also has two plants in Oregon, a large flour mill at Pendleton and a frosted foods plant at Portland. H. W. Stephens is western traffic manager of the company.

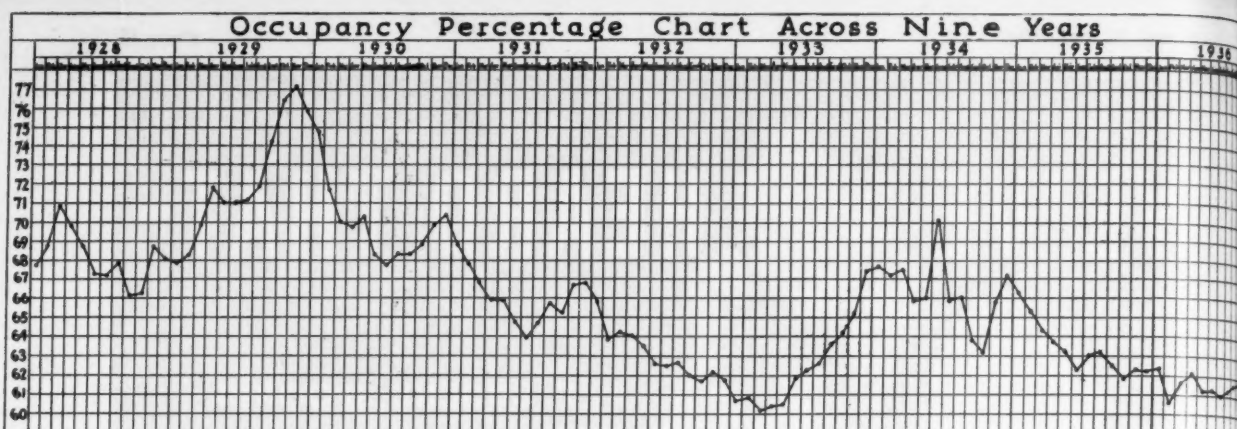
Orange Juice o o o

The Canners League of California reports that 603,246 cases of canned orange juice were prepared in 1936, compared with 817,232 cases in 1935.

Florida Fruit o o o

Close to 8,000,000 cases of fruit and juice will be
(Continued on page 95)

forgot to identify our own Beau; or perhaps he has never had the pleasure of meeting



1936 Average Occupancy

Annual Review

By Kent B. Stiles

FINAL figures covering merchandise warehousing occupancy in 1936 were made public in April by the Bureau of the Census of the Department of Commerce, and they indicate that the average occupancy of the reporting storage firms was, during 1936, lower than in 1935.

According to an announcement on April 5 by W. L. Austin, Director of the Bureau, the 1936 average occupancy, based on revised figures, was 61.6%.

The average for 1935 was 63.3%. Thus 1936's average represents a decline of 1.7% from 1935's average.

The peak year since the Bureau began compiling these figures in January of 1928 has been 1929, when the average was 72.2%. The 1936 average accordingly is 10.6% under the peak.

Records kept by *DandW* across the period from Jan. 1, 1928, through Dec. 31, 1936, show that the 1936 average ranks ninth among the nine years. Even the figures for the "depression" years, 1932 and 1933, reflect higher occupancy. The average occupancy percentages for the nine years rank as follows:

	%
1929	72.2
1930	69.9
1928	68.1
1931	66.1
1934	66.0
1935	63.3
1932	63.1
1933	62.5
1936	61.6

The chart at the top of this page gives the picture of occupancy's "curve" month by month across the nine years.

The peak figure, 77.1%, was recorded at the close of November of 1929, about the time of the historic Wall Street collapse which preceded the general business doldrums that carried warehousing's occupancy "line" to the record low of 60.2% at the end of March of 1933. Thereafter came the Roosevelt New Deal with its concurrent merchandise warehousing NRA Code, and the "line" experienced a recovery, with only occasional slight set-backs, to 70.1% in June of 1934. Since then, except for seasonal upward flurries at the close of each year, the tendency has been steadily downward, to make 1936 the low-record one of the nine years. In fact, the mark of 60.7% for February of 1936 is only 5% better than the all-low mark recorded for March of 1933, and 1936's average is only 1.4% above that lowest figure.

It will be noted, in the accompanying Table No. 1, that the average reported for the final day of December of 1936 is 61.6%; and that in the Occupancy Percentage Chart the "line" takes an upward swing as it leaves the Chart (lower right). This upward movement reflects the Bureau's provisional figure for the last business day

of January of 1937, or 62.0—an advance of four-tenths of 1% from Dec. 31st's mark.

A study of Table No. 2 (on facing pages 18 and 19) shows that, among the States, Arkansas-Oklahoma had the consistently best occupancy records across 1936. Only in January and February and June did Arkansas-Oklahoma fail to exceed 80.0%; in the other nine months its percentages ranged from a high of 87.4 in November to a low of 80.0 in July.

During five different months a percentage exceeding 80.0 was recorded by West Virginia, Kentucky-Tennessee, Michigan, and by Connecticut and New Hampshire and Vermont as a group.

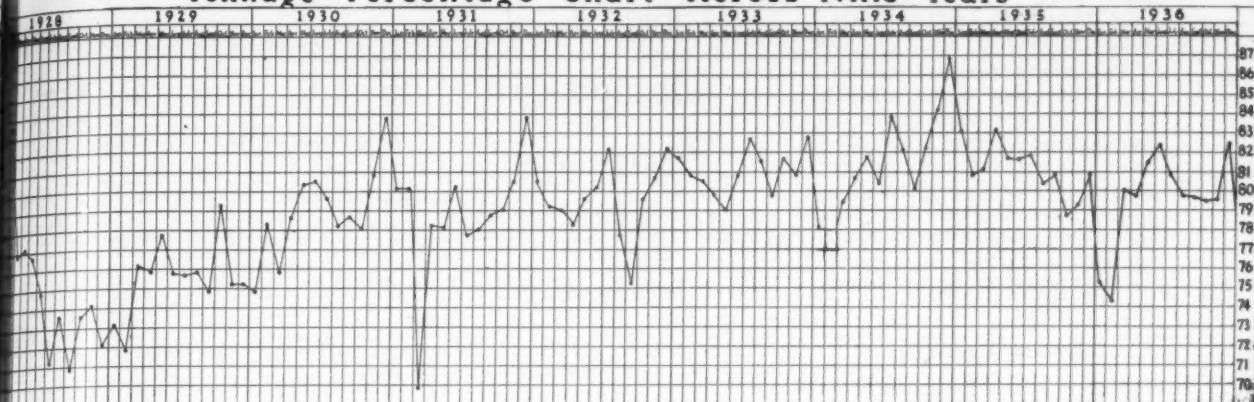
Alabama - Mississippi and Idaho-Wyoming each did better than 80.0% in three months; North and South Dakota and Arizona-New Mexico each in two months; and North and South Carolina in one month.

The year's record high for any one month was 97.0—Idaho-Wyoming in May.

Chicago bettered 80.0% in every month except February, its percentages ranging from a high of 86.0 in May to a low of 79.0 in February. Across the final six months of the year figures were reported for Kansas City separately, and the 80.0% mark was exceeded once—81.1% in July. The New York metro-

the gentleman. Yes, and another one sent us a new character for identification, a

Tonnage Percentage Chart Across Nine Years



Occupancy Lowest in Nine Years

**61.6% Announced by Bureau of the Census
Compares With 63.3% in 1935; and With
72.2% in the Peak Year, 1929**

politan district's range was from a high of 58.7% in April to a low of 54.9% in December

The Occupancy Percentage Chart and Table No. 1 disclose that, for the second year in succession, merchandise warehousing's "curve" moved in a direction opposite to the recognized trend of general business progress, which, according to reports in many lines of industry, experienced acceleration in 1936.

During 1936 an average of 1,115 warehouses made monthly occupancy reports to the Bureau. This was a slight increase over the average reporting in either 1934 or 1935.

Tonnage

AN average of 966 warehouses sending the Bureau their monthly tonnage figures during 1936 reported in the aggregate a receipt of 5,064,292 tons dur-

ing the year. Of this total, 79.7%, or 4,035,212 tons, entered storage, the balance being delivered on arrival. In 1935, an average of 976 warehouses, or ten more than sent reports in 1936, received 4,638,158 tons, of which 3,762,139 tons, or 81.1%, entered storage, the balance being delivered on arrival.

These percentages of 79.7 for 1936 and 81.1 for 1935 compare with previous years' percentages

TABLE NO. 1—ENTIRE COUNTRY
OCCUPANCY AND TONNAGE, 1929, 1935 and 1936

	OCCUPANCY			TONNAGE									
	Percentage Occupied of Available Space			Total Volume Arriving			Total Entering Storage			Percentage Entering Storage			
	1929	1935	1936	1929	1935	1936	1929	1935	1936	1929	1935	1936	
January	67.9	66.3	62.4	628,291	415,686	371,876	460,060	344,859	279,475	73.2	83.0	75.2	January
February	68.3	65.2	60.7	652,680	342,401	348,282	468,557	276,666	258,857	71.8	80.8	74.3	February
March	69.9	64.5	61.8	724,600	365,336	417,140	551,208	297,266	333,802	76.1	81.1	80.0	March
April	71.8	63.6	62.1	776,755	380,693	452,455	589,502	316,300	361,234	75.9	83.1	79.8	April
May	71.0	63.1	61.2	738,177	375,290	405,082	572,827	306,561	330,058	77.6	81.7	81.5	May
June	71.0	62.3	61.3	659,595	361,170	452,144	499,584	265,786	372,024	75.7	81.6	82.3	June
July	71.2	63.0	61.0	689,816	363,755	433,147	521,362	297,407	350,537	75.6	81.8	80.9	July
August	71.9	63.1	61.3	730,178	404,152	408,388	553,737	325,044	322,361	75.8	80.4	79.8	August
September	74.3	62.5	61.7	722,914	384,779	451,526	541,566	311,243	360,988	74.9	80.9	79.7	September
October	76.3	61.9	61.8	949,785	402,973	471,838	753,848	317,716	375,159	79.4	78.8	79.5	October
November	77.1	62.3	61.7	744,477	456,085	406,502	559,718	360,975	323,467	75.2	79.2	79.6	November
December	75.9	62.2	61.6	599,891	385,838	445,912	451,178	312,316	367,250	75.2	80.9	82.4	December
Total				8,617,159	4,638,158	5,064,292	6,423,177	3,762,139	4,035,212	74.5	81.1	79.7	Total
Average	72.2	63.3	61.6	718,097	386,013	422,024	535,265	313,512	336,268	74.5	81.1	79.7	Average

traffic manager this time, whose description will follow later. Right now, we want

as follows: 1928, 75.5; 1929, 74.5; 1930, 78.9; 1931, 78.7; 1932, 79.5; 1933, 81.2; and 1934, 81.2.

The month-by-month percentages (of goods which actually entered storage after arrival at warehouses) across the nine years are pictured in the accompanying Tonnage Percentage Chart (top of page 17). This shows 69.9% at the lowest mark, in March of 1931; and 86.9% as the highest mark, in December of 1934.

January-December

THE Bureau's provisional occupancy figures for Jan. 30 and revised ones for Dec. 31 are the most recent ones made public. These indicate, as already pointed out, a slight gain for the later date—62.0% against 61.6%.

This gain of four-tenths of 1% was reflected in New England, New York, New Jersey, Pennsylvania, Ohio, Indiana, Iowa, Nebraska, Kansas; Maryland, Delaware and District of Columbia as a group; Georgia-Florida, Alabama-Mississippi, Arkansas-Oklahoma, Louisiana, Texas, Wyoming; and Arizona and New Mexico and Utah grouped. The greatest gain was 11.1%, in Montana. Oregon and North and South Carolina were unchanged. Advances were reported for Kansas City and St. Louis.

The occupancy leaders, among the States, for Jan. 30 and Dec. 31, are "boxed" on this page.

During December the 959 warehouses which reported on volume received a total of 445,912 tons, of which 367,250 tons, or 82.4% entered storage, the balance being delivered on arrival. During January the 960 reporting warehouses received 389,645 tons, of which 79.1%, or 308,311 tons, entered storage,

Table No. 2 Occupancy Percentages 1929—1935—1936 by States

the balance being delivered on arrival.

February

SUBSEQUENT to the writing of the foregoing "review" the Bureau of the Census released, late in April, the final figures for January and the provisional figures for February.

The Jan. 30 final figures confirm 62.0% as the average for the entire country on that date.

The provisional figures for the later month indicate an average occupancy of 62.4% on Feb. 27, the month's last business day—or a gain of four-tenths of 1% as compared with Jan. 30.

The ten occupancy leaders among the States on Feb. 27 (the percentages being subject to revision on the basis of possible later returns) were as follows:

86.2	Illinois (except Chicago)
85.8	Arkansas-Oklahoma
84.7	Vt.-N. H.-Conn.
84.3	Alabama-Mississippi
84.0	Idaho-Wyoming
82.9	North and South Carolina
78.3	North and South Dakota
77.8	Nebraska
75.7	Georgia-Florida
75.4	Kentucky-Tennessee

Occupancy Leaders Among the States

(Based on latest available Government figures)

Percentage* as of Jan. 30	States	Percentage as of Dec. 31	States
88.1	Vt.-N. H.-Conn.	87.2	Ark.-Okla.
87.3	Ark.-Okla.	85.5	Vt.-N. H.-Conn.
83.9	Ida.-Wyo.	83.8	Ida.-Wyo.
82.6	No. & So. Car.	82.6	No. & So. Car.
82.6	Ala.-Miss.	81.7	Michigan
79.4	Nebraska	79.5	No. & So. Dak.
78.6	Michigan	78.3	Ky. & Tenn.
77.0	No. & So. Dak.	78.2	Ala.-Miss.
75.9	Ga.-Fla.	76.5	Washington
74.5	Washington	75.5	Nebraska

*Jan. 30 percentages are provisional.

	January			February		
	1929	1935	1936	1929	1935	1936
Massachusetts-Vermont	48.1			48.0		
Conn.-Vt.-N. H.		69.9	65.4		68.1	66.1
Massachusetts		57.8	45.3		59.7	48.6
Connecticut-Rhode Is.	63.3			63.3		
Rhode Island		55.5	52.1		50.7	50.1
New York Met. Dist.	55.4	71.0	58.4	55.3	69.8	57.1
Brooklyn	41.7	72.8	57.1	41.3	72.0	56.7
Manhattan	67.0	69.9	63.6	67.6	68.2	61.4
Nearby N. J. & Others	72.7			72.5		
Nearby New Jersey		72.7	58.7		71.4	56.8
All Other		26.9	16.0		27.1	15.9
New York State	51.9			51.6		
N. Y. Sta., exc. Met. Dist.		56.6	66.2		54.2	62.1
New Jersey State	72.6			73.6		
N. Jer'y Sta., exc. Met. Dist.		36.4	38.0		34.6	38.0
Pennsylvania	60.5	66.2	63.4	72.6	65.5	64.0
Ohio	86.4	68.7	69.9	85.6	69.0	68.9
Indiana	74.0	53.6	52.0	77.3	53.5	50.8
Illinois	75.7			76.6		
Illinois except Chicago		70.2	66.0		73.9	67.8
Chicago	76.0	72.2	83.0	77.0	70.3	79.6
Michigan	67.6	81.3	79.7	69.5	77.2	75.5
Wisconsin	84.2	53.2	52.8	85.0	50.9	54.0
Minnesota	80.8			80.7		
Minn. ex. M'pls & St. P.		72.8	49.4		63.1	45.0
Minneapolis & St. Paul	81.4	75.3	76.2	81.7	73.6	71.8
Iowa	71.4	50.2	46.8	72.3	46.9	48.6
Missouri	80.8			86.2		
Missouri exc. St. Louis		65.1	71.8		64.9	67.5
Mo. exc. St. L. & Kan. C.						
St. Louis	77.1	83.1	77.4	84.5	81.3	75.6
Kansas City						
N. and S. Dakota	93.9	84.3	84.6	93.8	82.4	82.3
Nebraska	81.1	68.8	64.5	75.4	68.9	62.1
Kansas	78.3	75.9	75.0	82.9	71.9	70.6
Del. Md., & Dist. Col.	51.3	68.4	65.9	54.7	67.6	64.3
Virginia & W. Virginia	68.6			69.1		
Virginia		72.5	65.5		67.9	64.8
West Virginia		79.3	82.8		80.6	82.8
N. and S. Carolina	68.9	74.1	79.6	64.3	71.8	76.1
Georgia and Florida	83.1	75.4	60.0	82.7	75.9	61.1
Kentucky & Tennessee	76.0	76.5	81.1	74.3	80.6	80.9
Alabama & Mississippi	83.4	74.7	68.2	84.5	78.1	82.0
Ark., Louisiana & Okla.	72.7			82.9		
Arkansas & Oklahoma		70.3	73.7		70.8	73.2
Louisiana		73.0	75.1		76.1	70.6
Texas	86.4	43.7	43.0	86.6	41.3	40.9
Idaho, Wyo., Montana	71.1			73.9		
Idaho and Wyoming		56.1	75.5		55.8	75.4
Montana		74.7	79.3		74.1	75.3
Ariz., Utah, Nev., N. Mex.	77.1			80.7		
Ariz., Utah, N. Mexico						
Arizona, New Mexico		66.3	77.6		68.0	78.2
Utah		61.8	57.1		71.3	46.2
Colorado	73.4	58.1	71.4	76.2	52.7	70.6
Washington	72.9	60.7	77.0	70.0	63.1	74.9
Oregon	66.5	66.1	65.4	66.5	64.2	65.4
California	76.9	59.4	67.1	73.1	58.2	64.3
Average for U. S.	67.7	66.3	62.4	68.3	65.2	60.7

to impress upon you the fact that we need SEVERAL characters EACH month to sat-

March			April			May			June			July			August			September			October			November			December			
1929	1935	1936	1929	1935	1936	1929	1935	1936	1929	1935	1936	1929	1935	1936	1929	1935	1936	1929	1935	1936	1929	1935	1936	1929	1935	1936	1929	1935	1936	
48.9			50.1			52.1			52.6			56.8			57.5			55.3			54.3			52.8			50.8			
	55.9	66.3		56.7	66.7		41.6	80.6		40.1	77.9		25.1	75.3		29.9	78.2		40.0	80.6		34.9	80.7		44.9	83.1		53.4	85.5	
	53.3	47.8		52.7	52.8		48.9	51.9		47.3	51.4		46.3	50.2		44.4	46.3		43.8	46.3		44.5	43.6		43.9	43.0		44.5	45.1	
66.6			65.7			65.9			65.9			59.1			58.7			61.0			59.5			55.9			50.9			
	45.4	50.6		46.5	51.5		54.8	46.3		60.7	44.8		61.8	43.2		54.3	43.9		53.3	60.0		56.6	53.6		55.6	52.8		52.1	46.5	
64.7	67.8	57.8	76.5	66.9	58.7	76.4	67.5	57.7	78.3	66.1	58.3	78.9	69.1	57.5	75.3	67.5	57.4	84.3	65.9	57.9	82.1	62.2	56.7	84.2	61.1	55.6	83.5	59.5	54.9	
58.2	71.7	58.0	79.1	70.7	58.3	78.3	69.6	58.5	80.9	69.6	57.7	80.1	73.3	57.6	71.7	69.2	57.3	76.9	66.9	56.0	76.5	61.7	54.9	86.2	60.3	53.9	86.4	58.6	51.9	
66.8	61.4	62.2	68.8	67.1	63.4	69.9	67.8	61.7	70.8	66.6	65.2	75.8	66.6	62.1	74.9	67.8	64.3	88.1	66.8	64.5	84.9	63.2	61.8	78.2	62.7	60.8	78.9	63.2	58.6	
75.0			76.8			77.7			78.5			78.7			82.1			82.2			55.6	80.4		55.6	84.6		54.4	81.9		57.2
	65.6	56.4		62.8	58.2		67.0	55.8		62.6	56.3		61.4	56.3		67.7	55.0		67.2			65.5			63.9			60.6		
	28.2	14.8		25.4	15.5		25.4	15.2		25.0	14.7		24.5	13.9		24.7	12.1		14.8			14.1			16.0			15.2		
61.6			74.3			74.3			76.6			77.7			72.1			82.8			80.9			82.7			82.2			
	50.9	53.4		49.7	53.8		49.6	48.3		47.8	50.1		55.5	55.2		56.1	62.4		63.2	64.1		67.7	67.4		64.6	71.8		67.1	71.2	
76.3			78.0			78.1			78.5			78.9			82.3			83.0			82.0			84.0			81.2			
	33.5	40.9		33.0	38.0		36.3	37.9		35.5	39.0		36.3	41.0		35.2	44.3		35.7	61.7		38.3	64.1		35.7	65.0		38.5	63.2	
72.0	66.8	64.0	71.2	65.4	64.6	71.6	64.5	64.4	70.1	64.1	64.5	70.6	65.6	64.6	70.1	61.3	64.2	70.0	62.6	64.7	75.5	62.8	67.7	73.9	64.7	67.6	71.7	64.8	67.7	
88.0	68.8	70.3	87.8	68.7	70.3	89.2	68.4	70.4	81.1	67.9	71.2	89.4	68.6	71.6	89.9	68.3	71.6	90.5	69.3	71.3	91.5	71.0	73.3	92.1	71.4	74.2	90.9	71.3	74.0	
90.8	66.3	63.6	81.7	67.6	64.1	80.3	64.5	62.7	80.0	64.7	61.2	76.1	63.3	61.0	82.2	56.0	61.8	82.1	55.7	61.2	82.7	55.4	62.7	80.7	53.3	60.7	79.4	53.6	64.5	
78.2			78.7			78.6			81.1			82.2			86.1			86.3			87.0			83.4			82.2			
	72.6	70.2		73.5	71.6		72.8	67.8		74.4	68.4		75.6	71.6		75.6	74.0		75.4	73.9		75.1	73.1		67.5	73.5		65.5	75.0	
78.7	73.1	80.9	79.1	71.2	83.5	79.0	72.0	86.0	81.9	74.8	82.6	83.2	73.8	83.4	87.7	77.2	81.9	87.8	76.9	85.6	88.2	78.2	85.3	85.0	78.2	83.7	84.0	79.4	85.3	
66.0	78.5	79.6	67.6	78.2	79.7	70.9	75.9	75.4	71.8	73.9	74.8	66.2	76.1	69.0	75.5	80.7	71.1	76.5	81.4	73.2	77.2	83.5	69.7	77.8	86.2	68.3	72.9	81.7		
85.2	53.2	58.6	84.5	53.5	60.0	88.2	56.0	64.9	89.7	55.3	67.8	92.1	57.1	67.0	92.1	58.4	65.9	92.6	59.1	65.9	92.0	61.5	68.2	84.7	55.5	68.8	86.4	54.6	72.5	
79.0			76.9			71.5			73.2			73.1			78.5			67.9	82.4		70.2	84.6		70.1	86.4		74.5	85.3		75.0
	59.2	49.8		59.4	43.5		58.2	65.8		52.8	65.8		53.1	69.8		62.6		69.6			62.4			53.1			50.7			
79.8	72.4	69.0	77.5	71.5	67.2	71.6	70.3	63.5	72.9	69.4	67.4	72.4	69.1	66.9	77.4	70.0		82.9	73.3		84.5	76.5		86.3	73.8		85.1	70.2		
88.8	45.6	50.0	67.9	47.1	50.6	69.2	50.5	48.9	67.4	49.0	48.3	66.4	47.1	49.1	68.2	48.9	50.2	70.1	46.6	50.2	73.1	46.6	53.5	73.8	45.8	53.3	78.5	42.2	52.2	
82.4			81.1			82.0			78.8			75.4			77.3			73.2			82.9			85.6			83.5			
	64.6	72.7		64.2	72.4		63.7	67.8		63.5	68.1		62.8			63.6			66.2			66.3			71.9			68.9		
													36.9			36.8			35.1			38.3			36.3			68.1		
83.1	80.7	74.8	81.7	82.6	72.5	82.1	85.2	71.2	79.9	80.8	73.7	76.8	79.2	75.2	78.1	75.4	75.3	78.0	79.8	73.8	82.5	76.2	74.4	83.2	77.6	72.1	78.3	81.6	70.8	
															81.1			78.5			77.5			77.4			77.3			76.8
93.7	76.7	75.9	93.3	70.1	71.6	92.8	70.6	67.7	93.8	62.7	68.6	93.1	61.5	64.8	92.8	57.5	64.1	92.4	52.8	62.9	94.4	65.9	65.1	93.8	69.8	71.0	92.9	81.1	79.5	
74.2	70.0	60.1	69.8	68.7	59.0	69.7	53.8	64.0	67.6	51.7	64.2	64.6	53.6	66.2	64.8	52.0	74.8	63.3	63.8	74.8	77.5	62.5	73.5	82.0	62.0	75.6	89.2	62.4	75.5	
83.0	67.2	74.0	84.8	74.2	65.2	80.0	82.6	68.1	79.2	71.6	67.4	83.0	66.6	61.8	82.3	70.8	76.7	82.5	64.5	73.8	82.0	62.0	66.8	83.1	60.7	67.9	87.5	80.5	70.0	
53.4	69.2	68.9	53.4	65.5	69.5	51.6	66.0	68.8	56.1	67.7	69.7	52.1	68.2	66.7	57.5	68.7	67.0	59.0	56.1	61.9	61.0	50.3	60.8	60.4	61.2	58.2	59.7	62.5	58.4	
9.3			70.4			70.4			70.4			70.5			70.7			67.9	71.0		67.2	71.0		61.2	70.7		61.3	70.7		61.0
	74.3	64.8		76.6	64.8		82.1	61.6		85.1	60.7		78.0	50.5		78.7			83.3			81.4			77.7			77.7		
	82.2	79.4		81.7	78.7		81.1	81.4		83.5	84.5		83.2	85.1		80.0			86.9			80.9			83.9			82.4		
51.1	67.1	78.2	68.7	72.5	78.0	68.1	77.4	70.4	66.8	82.6	64.3	64.9	82.6	59.1	61.6	76.9	57.3	64.3	64.8	46.9	68.4	70.6	70.1	75.6	70.1	79.3	70.1	79.0	82.6	
7.8	68.0	64.9	76.0	67.0	62.5	75.7	73.5	66.0	77.8	67.5	68.6	76.7	59.8	68.4	77.2	60.2	73.1	78.5	57.5	73.1	82.2	61.4	74.3	79.8	60.0	73.8	73.0	60.0	73.1	
1.6	82.5	81.8	76.8	82.7	81.9	77.3	82.9	80.4	75.7	81.5	75.7	80.4	82.4	73.5	73.7	84.3	72.4	73.5	76.5	74.0	70.0	76.4	76.5	70.8	73.7	74.1	72.1	81.3	78.3	
7.5	76.5	80.2	81.4	73.9	78.0	75.9	65.3	74.4	69.9	64.5	81.5	69.9	72.0	76.0	67.2	74.9	70.9	71.1	71.8	71.5	68.0	75.8	77.7	78.3	75.2	79.4	67.1	72.0	78.2	
9.8			80.3			77.4			71.4			69.0			68.6			56.9			58.0			59.8			58.3			
	72.9	84.3		73.1	83.3		72.7	80.6		81.1	77.2		83.3	80.0		82.7	83.3		76.2	83.1		76.3	83.7		75.6	87.4		72.7	87.2	
	72.4	66.1		59.3	60.6		54.7	58.0		53.3	62.6		52.7	59.6		65.7	58.0		60.8	58.2		65.7	60.1		71.6	58.9		75.1	60.5	
1.1	38.9	39.8	58.5	39.7	37.2	44.6	38.8	34.1	38.0	39.6	34.5	38.0	38.7	35.4	50.4	38.5	34.9	49.1	39.4	34.6	73.2	40.2	34.9	85.1	43.3	35.6	85.1	42.6	35.6	
9.			64.0			65.1			72.9			70.1			74.1			84.7			93.8			90.3			80.8			
	57.7	75.0		73.4	78.8		70.5	97.0		74.1	78.6		78.4	78.0		77.2	76.0		74.1	79.9		78.7	79.9		80.6	82.7		75.5	83.8	
	73.2	73.8		69.8	73.8		69.9	73.8		63.4	72.5		68.3	73.1		68.8	60.9		68.7	51.1		74.7	49.7		80.2	64.8		82.0	57.1	
0.			77.2			73.2			74.5			77.3			78.7			76.0			83.0			84.1			85.4			
													65.7			66.9			74.9			62.6			63.0					63.5
	75.7	80.2		82.7	77.7		78.4	80.9		74.9	76.5		70.5			80.8			80.5			77.3			72.					

FROM THE LEGAL VIEWPOINT

By LEO T. PARKER



Avoid Legal Pitfalls

IT is very common for warehousemen to become involved in legal controversy over contracts. In fact, every verbal statement, every written letter, every warehouse receipt, comprises a contract to do something, particularly if the person who receives the letter or receipt, or hears the verbal statement, by any act or word accepts the offer therein.

A valid contract never can be made unless there is valid consideration. By that is meant that both parties must agree to do something. That something need not be a benefit for either of the parties, but it must be present to complete a valid contract. For instance, suppose A says to B: "I promise to do a good turn for you if you will do a good turn for me." That is a valid contract, as simple as it is. However, if A says to B: "I promise to do a good turn for you." That is not a valid contract because B did not agree to do anything.

Comparing more complicated agreements, suppose that A says to B: "If you will store my goods for a month, I will paint the walls of your office with white paint." B says in return: "Your offer is accepted. I will paint the walls of your office, but I have no white paint. However, I will use light blue paint, of the same kind." There is no contract, because the consideration of each party was not agreed to by each party. But if A had replied to B: "All right, if you have no white paint, you may use light blue paint," this statement results immediately in a valid contract, and neither party may refuse to fulfill the agreement without being liable to the other. This is true because both parties agreed to do something, and that something was definite.

On the other hand, assume that a warehouseman receives a telephone call, as follows: "Will you send your truck over to my address and transport a trunk to the depot for me?" The warehouseman agrees to do so, but nothing is mentioned regarding the charges for the service. After the work is completed the warehouseman presents a bill, but the customer refuses to pay it, and explains he believed that the warehouseman did not intend to charge for the

will pay a reasonable charge for any and all services which may be rendered by another, particularly if the services were requested.

This same law is applicable if a warehouseman does something which will save another a great loss, although the latter does not ask for the service. For example, suppose a warehouseman sees a trunk in the street, and he does not know to whom it belongs. The warehouseman takes it to his warehouse, and keeps it for a year after making proper effort to locate the owner. At the end of the year the owner comes into the warehouse and demands possession of his trunk, saying he did not ask the warehouseman to store it, and therefore he refuses to pay any storage charges. Under these circumstances the warehouseman may hold the trunk and sue to recover the reasonable storage charges.

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Mr. Parker answers legal questions on warehousing, transfer and automotive affairs.

Send him your problems care of this magazine. There will be no charge for the service.

Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.

service, for the reason that nothing was mentioned about it.

Notwithstanding these facts, the warehouseman may sue the customer and recover a reasonable amount for the services rendered. All of the higher Courts have upheld this law, because it is assumed that when the customer asked for the services, and the warehouseman agreed to perform them, the customer impliedly agreed to pay a reasonable charge. Both the warehouseman and the customer had agreed to do something. The warehouseman agreed to transport the trunk, and the customer agreed to have it transported. With respect to the charge for the service the law presumes that all persons

Federal Interstate Law of Contracts

THE law is well established that a State law dealing only with State matters is valid, notwithstanding it may incidentally affect interstate commerce, unless it comes in conflict with some valid statute of the United States on that subject. In other words, a State law is rendered void by a Federal law regulating the same situation.

In *University Overland Express v. Public Utilities Commission*, New Haven, Conn., 189 Atl. 458, it was shown that a Connecticut law requires common carriers, which transport merchandise by means of motor vehicles, to provide insurance which shall indemnify against any legal liability for personal injury, the death of any person, or property damage resulting

the name of the character you describe, and you will receive D and W for a full

from the operation of motor vehicles.

On August 8, 1935, Congress enacted the Motor Carrier Act, 1935. It was approved by the President and is now effective. Section 315 provides: "No certificate or permit shall be issued to a motor carrier or remain in force, unless such carrier complies with such reasonable rules and regulations as the Commission shall prescribe governing the filing and approval of surety bonds, policies of insurance, qualifications as a self-insurer or other securities or agreements, in such reasonable amount as the Commission may require. . . ."

The legal question arose as to whether failure of a transportation company to obtain insurance under Connecticut law entitled the State Commission to refuse to issue a certificate to the company which transported merchandise interstate. In holding that the Federal law rendered the State law invalid, the Court said:

"The States may act within their respective jurisdiction until Congress sees fit to act. . . . However, the right of the State to prescribe such regulations, promoting public safety upon its highways, with respect to motor vehicles operated thereon in interstate commerce, is conditioned upon absence of national legislation covering the subject."

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Legality of a Fixture

WAREHOUSEMEN who occupy leased buildings install various kinds of equipment. Frequently, when the lease contract expires, the warehouseman encounters legal controversy with the building owner when the former attempts to remove certain kinds of the installed equipment. The same situation may exist when, after a warehouseman sells his warehouse, he desires to remove certain equipment.

In order to be able to avoid such litigation it is necessary that the warehouseman acquires legal knowledge relating to "fixtures." Legally a "fixture" is anything attached to a building in such a manner that its removal will permanently damage the building.

Whether equipment connected with or attached to realty becomes a part of it, and therefore such a "fixture" that it cannot be removed therefrom, depends on the circumstances under which the equipment was placed on the realty and the use to which it is adapted.

In *Consolidated Warehouse Company v. Smith*, Valdosta, Ga., 189 S. E. 724, it was shown that a scale was installed in a warehouse at the time of its erection; it was placed on and attached to a foundation under the floor of the warehouse constructed for this particular scale, fitted in an opening in the warehouse floor made for it, and attached to the warehouse floor. The building was owned by the warehouseman, who constructed it on leased land.

Later the owner of the warehouse sold it, and litigation developed as to whether the warehouseman had a legal right to remove the scale.

It was contended by the warehouseman that the scale did not become a part of the warehouse because the title to the warehouse was in one person and the title to the land on which it is located was in another.

Holding that the scale a "fixture" and that it could not be removed by the warehouseman, the Court said:

"Under the evidence, the jury was authorized to find that the scale was a permanent fixture and a part of the warehouse building. There was evidence to support the contention of the plaintiff [warehouseman] that the scale could be unbolted and removed from the building and its foundation, without injury to the building or the scale, but it does not necessarily follow from this that such scale was not a permanent fixture and part of the building."

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Validity of Lien Law

THE law is well settled that when determining whether a State law is valid which gives warehousemen, or others, liens, such law must be strictly construed. If there is ambiguity in the statute under which the lien is claimed, thus making the statute subject to two different constructions, the interpretation most favorable to the owner of the goods must be adopted. All doubt must be resolved against the warehouseman.

In *Works, Inc., v. Harwell*, Shreveport, La., 172 So. 463 when construing the validity of a State lien law, the Court said:

"The law is clear that statutes in derogation of common rights, such as those creating civil penalties and privileges, are to be strictly construed and are not extended by analogy or implication."

Validity of Lien

IT is well established that a person cannot sue and recover from a warehouseman who refuses to deliver stored goods to a holder of a warehouse receipt who has obtained the receipt by theft or forgery, or other unlawful means as by the act of trespassing. However, the warehouseman is liable if he delivers merchandise to any one who holds receipts of this nature.

In *Tennessee v. Greenwood*, Leflore County, Miss., 172 So. 321, a landlord had a lien on crops raised by his tenant. Without knowledge of the landlord the tenant stored the crops in a warehouse and received negotiable warehouse receipts which he transferred to another, who presented them at the warehouse and demanded delivery of the crops. The higher Court held the warehouseman not obligated to deliver the crops to the holder of the receipts, saying:

"Under the Uniform Warehouse Receipts Act a purchaser without notice for value of warehouse receipts does not acquire title when he purchases from a mere trespasser. . . . Any person, with or without notice, who purchases such agricultural products on which a lien exists in favor of the landlord is liable to the landlord for the value thereof. . . ."

On the other hand, if a person who has a lien on goods knows and permits the goods to be stored in a warehouse, the situation is different. The same situation is true if the person who holds an unrecorded lien or mortgage permits the possessor of the goods to handle them in a manner which indicates to prudent persons that the possessor has full and clear title to the goods.

In *McGee v. Carver*, 141 Miss. 463, the Court said: "Having trusted the Norwood with the indicia of ownership, he [owner] is precluded from asserting a lien thereon against one who purchased the warehouse receipt in good faith for value."

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Intrastate Shipment

GENERALLY speaking, although a shipment is being transported interstate, it immediately becomes an intrastate shipment when it comes to rest in any State while awaiting the pleasure of the owner to take possession of it.

In *Public Accounts v. Twelve Cases*, New Orleans, 172 So. 364, a certain shipment of tobacco was seized, while in a railway com-

year without cost. We're going to identify Beau Brummell shortly, but first we want

pany's warehouse, because the taxes on it had not been paid. It was argued that as the tobacco had been shipped from outside of the State, and had not been delivered to the consignee, it was still under interstate commerce regulations and therefore seizure by State authorities was invalid. However, the Court held the seizure legal, saying:

"The tobacco in suit was not seized while being transported in interstate commerce. The interstate shipments had come to an end. The property had come to rest within the State and was held at the warehouse of the carrier subject to the pleasure of the owner."

(See *State of Minnesota v. Blasius*, 290 U. S. 1, where this principle is recognized and approved; and also *Wilcoi Corp. v. Pennsylvania*, 294 U. S. 169.)

Limitation of Liability

LEGAL EDITOR, Distribution and Warehousing: Our legal problem is one in which all warehousemen are interested. It is as follows:

The owner of goods stored the same with us, and we issued a warehouse receipt in which our liability for loss of any package was limited to \$50. The receipt also stated that if the owner desired to declare greater valuation, and pay an additional 10¢ for each \$100 valuation, then we would assume the increased valuation. The owner of the goods checked one package short. We are willing to pay \$50; but the problem is now, do the provisions in this receipt limit our liability to \$50, as the owner did not pay additional storage rates?—*Atlas Storage Co.*

Answer: First it is important to know that you would not be liable at all unless the loss resulted from your lack or want of ordinary care to safeguard the goods. A warehouse who uses the same degree of care to safeguard stored goods as would under the identical circumstances be used by the average prudent warehouseman, is not liable for loss, damage, or theft of stored merchandise.

However, assuming you did not use an ordinary degree of care, we shall review the law respecting limitations of liability in warehouse receipts. In one case (123 South. 145), the higher Court held a receipt exactly like the one you submitted to be invalid and not effective because the customer did not sign it, and he claimed he did not know the provision was on the

receipt. However, in another case (277 Pac. 107) a customer signed exactly the same kind of a receipt. This Court held the customer bound by the provision.

Under the circumstances, you should secure the services of a reliable attorney, as the outcome of this case may depend on details of evidence, provisions of State laws, and a complete digest of decisions on the subject.

See following cases: 47 Pac. 137; 145 So. 403; 177 N.E. 364; 138 So. 226; 131 So. 623.

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Affidavit Suggested

LEGAL EDITOR, Distribution and Warehousing: We have had much trouble with loan companies who claim to hold mortgages on furniture which we have in storage and on which storage has accumulated. They claim they hold first lien on the same. Please state where we stand.—*Wood Storage.*

Answer: A properly recorded chattel mortgage on stored furniture is prior to a warehouseman's lien providing the mortgage was recorded before the goods were accepted for storage. The only way you can avoid losses from this source is to have mortgage records thoroughly searched before accepting goods for storage. This is an expensive procedure and cannot as a rule be consistently carried out by warehousemen.

Another method which has been employed by many warehousemen with success is having the owner of the goods make affidavit to a statement that the goods being placed in the warehouse for storage are not mortgaged, and that he has exclusive ownership. As a general rule the owner will not make affidavit to an untruth and therefore you obtain information regarding the mortgage. If the owner states in his affidavit that the goods are not mortgaged, when a mortgage actually exists, the previously recorded mortgaged remains prior to the warehouseman's lien but the owner of the goods can be prosecuted for perjury.

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The Taxing of Stored Goods

LEGAL EDITOR, Distribution and Warehousing: We are warehousing on the Pacific Coast and have been forced to pay taxes on our merchandise held in warehouses of which much is ultimately reshipped as interstate business.

We were much interested in your "Interstate Business Held Not Taxable" in the January *DandW*. Please give reference to the Su-

preme Court decision relating to the second paragraph of that article. The paragraph reads:

"The Supreme Court of the United States recently held that a State may require payment of an occupation tax from one engaged in both intrastate and interstate commerce. But a State cannot lay a tax upon the business which constitutes such commerce or the privilege of engaging in it. And the fact that a portion of a business is intrastate, and therefore taxable, does not justify a tax either upon the interstate business or upon the whole business."—*Candy Co.*

Answer: Cases, relating to interstate commerce, that will assist you to decide your problem are: 263 U.S., 291; 246 U.S., 147; 53 So. 741; 91 S.W. (2d) 94; 92 S.W. (2d) 291. If you will read these you will have information on all the late law involving variations on the subject.

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Non-Negotiable Receipts

LEGAL EDITOR, Distribution and Warehousing: What is the liability of a warehouseman who is not bonded and who issues non-negotiable warehouse receipts? What is his liability where goods are destroyed?—*General Storage & Transfer Co.*

Answer: A warehouseman who issues non-negotiable warehouse receipts is liable for the value of the stored goods if he delivers the latter to any person besides the owner or his authorized agent. Moreover, a warehouseman is liable for loss or damage to such goods if the loss or damage resulted from negligence on the part of the warehouseman or his authorized employees.

A warehouseman must exercise "ordinary care" to safeguard stored goods, which means he must use that degree of care which would have been exercised by other prudent warehousemen under the same circumstances. Provisions of a warehouse receipt are void which relieve a warehouseman from liability for loss of or damage to goods due to negligence by the warehouseman or his employees.

The fact that a warehouseman delivers stored goods to the owner without demanding a non-negotiable receipt does not result in liability, because no other person except the owner has the right to possession of the receipt and the goods, and the warehouseman is not bound to deliver the goods to the holder of a non-negotiable receipt unless such holder is the owner of the goods or the owner's agent.

you to get to work on our present celebrity, so we'll describe him in the exact words

(Continued on page 37)



Bow-Wow bon bons, a substitute for candy and which is claimed to be healthful for dogs and other pets, has been placed on the market by Dr. Merritt Beere through a newly formed company, Canine Vita Candy Co., Waterbury, Conn. Containing Vitamins A, B, G and D, Bow-Wows are made of dextrose, yeast and beneficial minerals. In the past three months the company has obtained distribution in more than 6,000 outlets, such as chain store and independent groceries, department stores, pet shops, etc.

WHAT DO 8,090 BILLS NOW IN CONGRESS

A Review of National Legislation With Some Forecasts as to Enactments

By MORGAN FARRELL

Director

Chilton Bureau of Economic Research

UP to noon on April 1, there had been introduced in the Senate of the United States 2,040 bills and in the House of Representatives 6,050, a total of 8,090 pieces of proposed legislation in this session of Congress. That averages nearly thirteen bills apiece for each lawmaker.

The measures ranged all the way from innumerable small proposals for the relief of individuals, as widows of veterans, to huge measures, such as Senator Wagner's, providing two billions of dollars for so-called low-cost housing. In between are those intended the regulation of much of our national activities, public and private.

It should be emphasized that all of them directly affect the business man.

Of all of these 8,090 measures, ten had been enacted into law. One would say that is a hopeful sign—that at least they are being given careful consideration by the committees to which all bills are referred, before being reported back to the Congressional body, in which they originated.

This is so and, furthermore, the bills passed by one House must run the same gauntlet of debate on the floor of the other and reference to its appropriate committee. So it is only after going over these four hurdles that a measure finally reaches the President. And then he may sign it or veto it. After that, there are still the Federal District Courts and Circuit Courts of Appeals and, as a last resort, the Supreme Court of the United States.



MORGAN FARRELL

Thus, of the 8,090 bills, there is small chance of more than 2 or 3 per cent of the important ones, outside of routine measures, becoming the law of the land. The winnowing process, however, is expected to keep Congress in session throughout the summer.

Most of us who are not especially familiar with Congressional procedure may wonder how Congress can find time enough to give thoughtful consideration to such an enormous number of bills. The fact is that it doesn't. The committee mechanism takes care of that. Nearly all bills are referred to one or other of the committees, of which there are 47 in the House and 33 in the Senate—including Agriculture and Forestry; Ap-

propriations; Banking and Currency; Commerce; Education and Labor; Finance; Foreign Relations; Interstate Commerce, and Judiciary, in the Senate; and Agriculture; Appropriations; Banking and Currency; Education; Foreign Affairs; Interstate and Foreign Commerce; Judiciary; Labor; Merchant Marine and Fisheries; Patents; Roads, and Ways and Means, in the House.

The members appointed to the committees are the leaders in thought, experience and executive ability in both Houses, contrary to the popular impression that such appointments are purely political. The result is that the vast majority of bills die in committee. As an additional safeguard, the Speaker in the House and the Vice-President of the United States in the Senate are constantly on the alert to declare out of order the introduction of wildcat measures, against which they manage to evoke one rule or another.

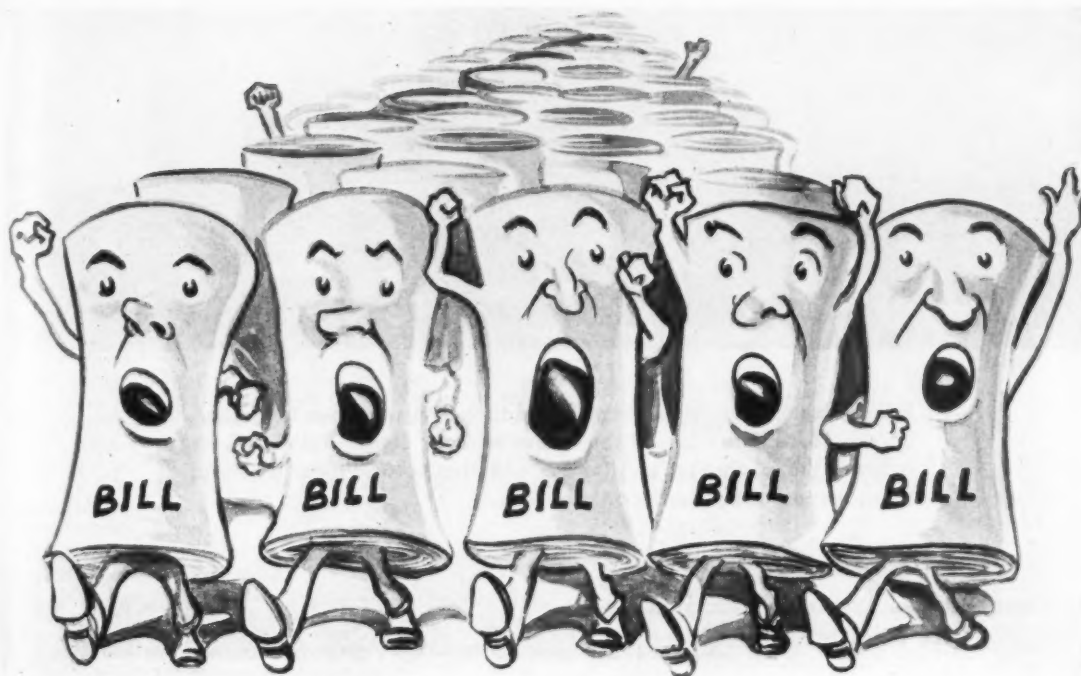
It is only the very important measures which receive extended time for debate—those affecting the welfare of the whole nation or the form of its Government. As it happens, there are a great many such measures on the calendars of both Houses and it is to them that the greatest part of the time of Congress is given. The small bills are sandwiched in between or rushed through in the final days of the session.

Here is a quick picture of the present array of bills up for consideration followed by some comments on their probable fate. They number about 300.

Of Nation-Wide Interest

1. *The Supreme and Federal Courts.* These measures have the eye and ear of the country. Some sixteen leading ones have been introduced aiming: to increase the membership of the Supreme Court to 15; to 11; to retire the Justices at 70; to limit the de-

CONGRESS MEAN TO AMERICAN BUSINESS?



termination of constitutionality by requiring the decision of seven; to over-ride a decision by a two-thirds vote of Congress; and, in the case of lower Courts, to limit injunctions and jurisdiction and appeal from Court orders.

It would seem that a heavy fire is being directed upon our Federal Courts. What is likely to happen is anybody's guess. Opinion in Washington is that the membership of the Supreme Court will be increased.

2. Constitutional Amendments. Seventeen chief amendments to the Constitution have been proposed. They cover such problems as: A single, six-year Presidential term; a new method of selecting President and Vice-President; popular nomination of both; legislation by the Electoral College upon popular petition; Supreme Court to pass on constitutionality of Congressional measures before enactment, upon request of the President or Congress; to appeal from

Supreme Court orders prohibiting compliance with an enacted Federal law; revision of the income tax law; a referendum before declaring war; permission for Presidential veto of appropriations; regulation of interstate industrial conditions.

That last would certainly affect distributors.

Which ones will pass is not a pressing question, as it will be years before any one can be adopted.

3. Social Security. Twenty-one leading bills have been introduced. The hope that some of these would recognize the less practical aspects of the Act, such as the huge reserve fund necessary, is unfounded. They simply vary its terms, as awarding \$30 a month to all eligibles over 60, or add health insurance. The last is likely to pass.

4. War and Neutrality. Fifteen principal bills, all reflecting our desire to stay out of war; They would regulate war profits; give Government the monopoly

of munitions manufacture in case of war, even authority to seize munitions plants; to embargo arms shipments. One optimistic bill would "prohibit war of any kind." It is unlikely that any except the already enacted ones, will pass.

5. Money. Nine measures have to do with our national finance. In view of the apprehension of many sensible people regarding inflation, these bills seem to indicate no fear of it. One of them would extend the stabilizing fund and the President's authority to devalue the dollar. Others would repeal the silver purchase Act; create a Federal Monetary Authority; establish a "labor-hour" monetary system, and "redistribute the wealth of the Nation."

The first is likely to pass if it has not already done so at this writing.

6. Taxes. Of the twenty-four tax measures, only a few would tax specific items, as fuel oil.

(Continued on page 55)



Editor's note: This department is conducted in response to reader-demand for information of the character here given. Effort will be made to keep abreast of changes and trends. Address letters of inquiries to F. Eugene Spooner.

Great Lakes Transit Discontinues Lake Michigan Service

GREAT LAKES TRANSIT CORP., which has served Chicago and Milwaukee continuously since 1923, has announced modification of its complete embargo on traffic to, from or through the ports of Chicago and Milwaukee in connection with its service to and from Buffalo; although in reinstating direct service between Lake Michigan and Buffalo, the corporation announced that its embargo of April 3 has been modified only to the extent that freight will be accepted when destined to, from or through the port of Milwaukee. Freight destined to Chicago will be accepted when routed via Milwaukee and where rates are applicable by that route. Four vessels will be used in the service from Buffalo to Milwaukee, giving a sailing every other day.

The belief prevails that the company will reinstate Chicago as a direct port of call for the 1938 season, particularly if discussions over the coming summer yield better divisions for the water line on rail-lake traffic.

Tonnage carried increased from 542,234 in 1935 to 562,299 in 1936 but there was an out-of-pocket cost in 1936 of \$262,388. Warren E. Embleidge, freight traffic manager, who made the announcement on April 6, said probabilities were that the loss would be larger this year, were complete service continued, because of increased wages to crews and a new rule of the United States steamboat inspectors requiring the addition of a third mate and a third engineer in each crew. There have also been demands for increases in the wages of stevedores at Chicago and Milwaukee.

The present rate on Lake Michigan grain and grain products traffic is 6 cents lower than it was in 1923. This rate cannot be raised because the differential under the rail rate is only 2.5 cents. These rates will not be cancelled, Mr. Embleidge said, "against the possibility that some change of conditions may justify the resumption of this service," but the discontinuance of the

service will be effected by "appropriate tariff procedure."

Eastern and western shippers have filed protest against the cancellation of the principal rail and water differential service out of Lake Michigan to Buffalo. New York Barge Canal operators are handicapped for a Great Lakes outlet on considerable tonnage already booked and en route. Fully 15,000 tons of western merchandise has been booked and sold for future delivery on the differential basis.

One of the big drains on the company's revenue has been the free storage service allowed at its terminals—an additional saving to shippers and detrimental to the warehouse concerns normally securing this tonnage.

Rail, Ship, Traffic Men Hit Port Diversion

A MEETING of steamship traffic executives and foreign freight agents of railroads serving the ports of New York, Boston, Philadelphia, Baltimore, Norfolk and Newport News was recently held to discuss the protection of the Atlantic Coast ports against diversion of traffic through the publication of reduced rates on imports and exports via Gulf, Canadian and Pacific Coast ports. The conference was called by E. J. Karr, traffic manager of Calmar Steamship Corp. and chairman of the traffic advisory committee of the Maritime Exchange. It was decided that efforts should be coordinated in combatting such diversion for the mutual protection of both types of transportation services at the various eastern ports.

H. B. Whipple, treasurer and traffic manager of New York Dock Co. and New York Dock Railway, has been appointed secretary of the joint steamship and railroad committee formed as a result of the meeting. Mr. Whipple is an outstanding rate expert and his experience will be an invaluable aid to the committee.

Editor's note: The public warehousemen in the cities

forementioned should give Mr. Karr three cheers and a vote of thanks for originating and putting into effect rules and regulations to curtail and limit the much discussed and ever-abused free storage service allowed by steamship lines on their piers heretofore. The present plan limits free time on intercoastal business to 5 days—import and export traffic to 10 days. A graduated scale (upward) of penalty rates for each 5-day period, sufficiently high to move the freight at the end of the free-time period to public warehouses or to destination, is included in the tariff agreement.

New Woodpulp Traffic

ONE of the important traffic situations being watched with more than normal interest is the development of wood pulp manufacture in southern States. According to the latest available compilations, thirty-two woodpulp and paper mills are now under construction in Tennessee, North Carolina, South Carolina, Florida, Georgia, Alabama, Mississippi, Louisiana, and Texas.

To what extent production from these new mills will displace imported woodpulp or cellulose from the Pacific Coast is engaging the attention of traffic officials. It is fairly well established that some of these new plants will be shipping their output to paper mills in the Central Freight Association territory and as a consequence both rail and water transportation interests are active in the study of rate situations to assure the handling of this traffic to their respective interests. It is stated in New York that a goodly part of the new woodpulp production will move into Ohio, Michigan and Wisconsin by way of the New York Barge Canal and Great Lakes.

The rapid development of these southern mills to produce pulp at approximately \$30 per ton from slash pine trees, usable when ten years old, is expected to relieve a world shortage of that commodity and a real scarcity in the United States.

Chemical Processes Use More Bleached Sulphite

WORLD consumption of bleached sulphite has gained 1,000,000 tons during the past two years and for 1937 is estimated at more than 2,500,000 tons. The increase is accounted for principally by the fact that rayon, cellophane and other industrial demands have doubled in this period—from around 500,000 tons in 1935 to 1,000,000 tons during 1937.

Bleached sulphite finds application also in the plastics industry in two forms—first as a raw material in cellulose nitrate; second as a filler in the plastics products for which synthetic resins are binding materials. The survey finds also that wood cellulose has been making inroads as a raw material in uses previously supplied almost solely by cotton.

Though cotton linters originally formed the only cellulose base in guncotton, spruce wood or cellulose or bleached sulphite has in recent years been competing with cotton cellulose as a raw material for guncotton. This product results from the action of nitric and sulphuric acids on cellulose. A further large outlet of bleached sulphite presently exists in the manufacture of fine tissues—as paper hand towels and other sanitary products. Bleached sulphite in the form of rayon has recently been declared a possible commercial substitute for cotton as a tire fabric. Further progress in wood pulp chemistry may find bleached sulphite as the base ingredient in lacquers, photographic films and linoleum.

Canadian possibilities for bleached sulphite are said to be enormous. The United States is the largest producer of bleached sulphite in the world, and at the same time provides the largest market for this commodity. Of recent years its production has been increasing in the United States, but at a diminishing rate. A large

proportion of the bleached sulphite production here also is based on imported pulpwood.

Sweden is called the foremost European producer of sulphite pulp. Norway outranks Sweden in the volume of bleached sulphite output, but Sweden is the leading producer in the unbleached field. More than 50% of the United States' bleached sulphite requirements are imported from Sweden. Finland for some years has been a formidable factor and its output capacity is estimated at close to 1,000,000 tons, metric. Germany at present ranks third as a producer but as a competitive force among world producers is said to be unimportant.

Of the European nations Russia is found to be the country best equipped to expand its production of bleached sulphite, containing, as Russia does, two-fifths of the world's coniferous forest areas. Czechoslovakia also is placed among the foremost European producing nations; its sulphite pulp capacity is placed at 290,000 metric tons annually.

Recent reports show foreign mills working at full capacity, with advance orders covering this year, all of 1938 and well into 1939.

There's an old adage that when the paper business is good, all business is good. Well, the paper business is good.

Mesabi's Billionth Ton

BECAUSE some day during the approaching June or July the 1,000,000,000th ton of iron ore will be taken from the Mesabi Range in northern Minnesota to be brought down the lakes, vessel and steel men are considering some kind of a celebration. In the recent annual report of the Lake Carriers' Association is the following under the title "The Prolific Mesabi Range":

"The magnitude of iron ore production from the mines on the Mesabi Range is a challenge to the imagination. Unless deterrents arise to interrupt output in 1937, an event not at all likely to occur, total production will have reached 1,000,000,000 gross tons by mid-summer. When mining operations ceased in 1936 the mines had produced 985,383,535 gross tons. Less than 15,000,000 additional tons are required to attain this notable milestone."

Prominent lake ship owners and operators booking 1937 ore tonnage predict an actual shortage of ships to the extent of five or six million tons. As a result, package freight and other type of ships are being rapidly reconditioned for ore transportation.

Coal and Ore Rates

VESSEL interests will receive 10 cents a ton more for carrying iron ore this year, while coal carriers on the lakes will receive 5 cents a ton more, it was learned through announcements of the closing of contracts for the carrying of vast tonnages of both items. These new rates will make the rates for iron ore delivery to all lower lake ports, net to the boat, as follows:

From head of the lakes, 80 cents; gross ton from Marquette, 73 cents; from Escanaba, 62½ cents, and from Escanaba to South Chicago 52 cents. The rates for coal will be 45 cents per net ton to the vessel to Duluth; 55 cents to Milwaukee and Chicago, and 50 cents to other points on Lake Michigan, as Green Bay, Escanaba, etc.

There has been some hesitation on the part of coal companies to close contracts for vessel fuel because of the anticipated higher costs in the coal industry but it is expected there will be an advance over last year's prices.

In view of the increased rates on coal and ore, a number of lake type ships built in the lakes and now in use

(Continued on page 86)

MOTOR TRANSPOR

HOW TO SHIP—

That is the Question

By **RALPH L. WOODS**
Industrial Traffic Analyst

WHEN the nation was young, and the national debt hardly at all, business men pondered not which way to ship their freight, but whether they could ship it. Was there a wagon, canal, river, or even a choo choo running to this frontier town or that sedate little village? Very often there was not. In any case, there was rarely a choice of shipping media; there was either one way to ship freight or there was no way.

It is a significant commentary on the complexity of modern life that now business men must decide not whether they can ship, but which one of many different kinds of shipping services will best meet the individual requirements of specific shipments. The choice is no longer confined to railroad and boat. Motor trucks, consolidated and pool cars, container car service, truck trailers on flat cars, parcel post, railway and air express, rail-ocean-rail, rail-lake-rail, truck and rail, truck and water, and other services now are available to the shippers of the nation's mountains of freight. Indisputably, transportation is one industry where competition has become more rather than less fierce in spite of Government regulation, mergers and depression liquidation.

It is not surprising that only



Motor trucks, consolidated and pool cars, container car service, truck trailers on flat cars, parcel post, railway and air express, rail-ocean-rail, rail-lake-rail, truck and rail, truck and water, and other services now are available to the shippers of the nation's mountains of freight.

R TATION

Department Conducted by

F. EUGENE SPOONER

a few, apart from those engaged in freight traffic work, appreciate the multiplicity of shipping services now available to business. Traffic experts themselves make no pretense of knowing all about each service, although they do know how quickly to get the facts and to weigh the advantages and disadvantages.

If you want to ship a dozen electric fans or ten cases of canned sauerkraut from New York to Chicago, it's easy enough. All you have to do is turn them over to the New York Central, Pennsylvania, or any one of seven other railroads serving New York, and forget about it. The freight charges will be reasonable, the service satisfactory, and the whole transaction consummated without fuss or feathers.

However, if you have many shipments it will pay you to make an intensive study of the various ways by which you can move your fans or kraut.

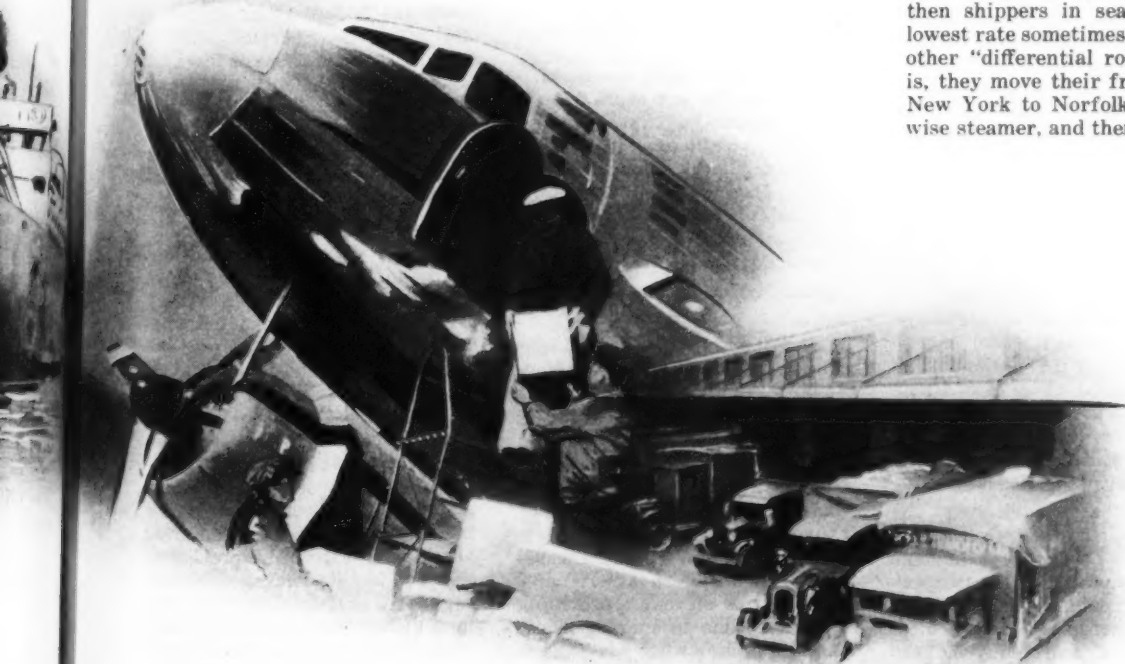
Let's examine this New York to Chicago movement rather carefully.

Suppose your merchandise takes a third class rating when shipped in less than carload lots. This means it will cost you \$1.06 per 100 pounds when turned over to the capable custody of any one of the eastern trunk line railroads. But if there is no rush to get the shipment to Chicago, the Central Vermont Railway will take it from New York for delivery to the Canadian National lines for movement to Chicago through Canada. This will take several days longer but it will cost 10 cents per 100 less. For the benefit of those who fondle technical terms, this is known as

an "All Rail Differential Route."

If the fellow in Chicago can wait a few more days for his fans or kraut, you can effect a still greater saving in freight charges by having it move over the rails to Buffalo and from there to Chicago by a Great Lakes steamship. You save 16 cents per 100 by this route, with your merchandise marine-insured for the water movement. Of course, you can't use this route during winter months; your shipments get more handling; packing and crating must be considered; and certainly it is not express service. Still, 16 cents per 100 is \$16 on a 5-ton lot of freight. Incidentally, the same savings in freight charges can be gained on shipments from many other points east of Buffalo and destined to many points west of Chicago.

When the Great Lakes freeze as tight as a banker when approached by a safe-cracker for a job as night watchman, and when snow in Canada piles up like poker chips on Saturday night, then shippers in search of the lowest rate sometimes turn to another "differential route." That is, they move their freight from New York to Norfolk via coastwise steamer, and thence by rail-



road to the West via a southerly route, as the Norfolk & Western Railway. It's 10 cents cheaper on third class freight this way.

There are many occasions when and reasons why shippers cannot always use one or another of these "differential" routes. Some just don't cotton to them. Others don't know about them. Nevertheless, such shippers can still reduce shipping costs and yet suffer no loss of time in transit, providing their freight falls into the right classification. That is, they can ship through an operator of pool or consolidated carloads.

These freight forwarding companies simply collect numerous less than carload shipments originating at New York, consolidate them into a carload, and ship the carload all-rail on a single bill of lading to an agent at Chicago, who unloads the contents of the car onto trucks which deliver the various less than carload lots to their respective consignees. Third class freight via this service averages about 9 cents per 100 cheaper than if you delivered it directly to the railroads.

Pool car operators operate under a simple plan. Generally they handle only freight which has an adequate "spread" between the less than carload and the carload rates. Thus, if your and other shipments are so classified as to take a rate of \$1 per 100 pounds in less than carload lots, when consolidated into a carload they will usually take a rate of 50 cents per 100. A good part of this 50 cents per 100 difference between carload and less than carload is retained by the carloading company to cover overhead, handling, trucking costs and a small margin of profit. The balance of the difference is passed along to the shipper in the form of a rate lower than the railroad would charge on a less than carload lot. The service is good, often comparable in speed to a carload movement; and there is less handling than when shipped less carload directly via railroad.

Within the past ten years the consolidated car idea has had a remarkable development, in some cases under the indirect sponsorship of great railroads. There are such services between most large cities, and many not so large. Moreover, through the use of trucks carloading companies

are reaching out beyond the carloading point to draw in freight from small communities on the peripheries of metropolitan districts.

Even with these different choices of shipping services from New York to Chicago, all the possibilities are not exhausted. For example, you might likely find that trucks can handle your merchandise at a lower rate, greater speed, with less stringent packing requirements, and, if a good sized shipment, at a lower minimum weight. The kind of freight you are shipping will greatly influence the truck's desirability.

AT first blush the accompanying article may appear elementary—but it is thought-provoking, as the reader will discover. And as the author points out:

"In freight transportation the penalties for inexperience and carelessness are many and substantial. You can't afford to be a conclusion-jumper."

To obtain the maximum in transportation economy, the alert shipper studies the relative costs of moving goods forward in freight car, lake or canal or coastwise vessel, pool car, consolidated car, motor truck, trailer, container, or via parcel post, railway express or air. All these methods are discussed here.

The author, traffic department executive for one of the large oil companies, writes extensively on transportation, his articles having appeared in *The Magazine of Wall Street*, *Nation's Business*, *World's Work*, *The Forum*, *The New Republic*, and *Commercial Car Journal*.

Maybe if you probe deep enough you will find that truck from New York to Buffalo and lake steamship beyond to Chicago is for you the best way to ship. Or again, movement by barge line up the Hudson River, through the Erie Canal to Buffalo and lake boat or railroad beyond, might be better. The Erie Canal route is especially good for non-perishable commodities in bulk, providing you have time to spare. In any case, no matter what you have to ship—and, with some exceptions, no matter to where you are ship-

ping—there are almost sure to be a number of choices of shipping media.

Perhaps this looks easier in type than it is in actual practice. Shippers must be vigilant for obscure items in freight tariffs that would invalidate the most carefully planned shipping schedule. Sometimes an attractive shipping service will not apply from your particular town; or maybe the most direct and quickest route will have a special commodity rate on canned sauerkraut, or whatever you are shipping, that is lower than via any other route. Paradoxically, although you can't generalize this subject, still that is the only way you can discuss it. To be more specific than we have thus far been would be either misleading or a recital so dreary that it would terrify Einstein. However, one generalization safely can be advanced. That is, in freight transportation the penalties for inexperience and carelessness are many and substantial. You can't afford to be a conclusion-jumper. But you will be paid for your trouble in dollars and service.

The uninitiated might suppose that, having discussed these eight or nine different ways of moving freight between New York and Chicago, there remains only a conventional peroration on modern transportation. However, there are a few other valuable and interesting services which deserve attention. And, like the services already mentioned, these are not restricted to the movement between New York and Chicago. Those two cities were mentioned only by way of illustration.

Parcel post and railway express are not only faster than railroad, but cheaper more times than many imagine. When they are cheaper, it is primarily because railroads always charge you for a hundred pounds of freight no matter how little you ship, whereas parcel post and express have charges that begin at one pound and increase proportionately for each additional pound up to seventy pounds for parcel post and one hundred pounds for express. Parcel post will not handle packages weighing more than 70 pounds nor measuring more than 100 inches length and girth combined. Railway express is not nearly so fussy. Incidentally, railway ex-

press today is an aggressive organization, trading punches vigorously with parcel post, trucks and carloading companies. When you are in a terrific hurry, and it's worth shelling out the shekels, there is always air express, and more recently air freight.

If a company ships at one time, from one place, numerous small packages to all parts of the nation, it is often profitable to combine railroad and parcel post. The packages are prepared for mailing, packed in cases, and the cases shipped via carloading company, truck or railroad to carefully selected distribution points. They are then mailed to destinations within the first one or two parcel post zones. In other words, you use the railroad to best advantage by not paying for weight in excess of the shipments' actual weight, and you take advantage of the parcel post's relatively lower charges for short distances, based on the packages' actual weight. Of course, you have to pay a small charge to the company handling the transfer from rail to parcel post at the distribution points.

If you are ever in Cuba and see freight cars bearing the initials of American railroads, don't blame the Bacardi. If you must blame something, Seatrain Lines, Inc., is the proud culprit. Several years ago this company ordered several large and fast boats built to accommodate a large number of loaded freight cars. Load the cars at interior points and consign them to the Seatrain Lines at New York or New Orleans. The seal on the car door will not be broken until the consignee in Cuba is ready to take delivery of the merchandise.

Many scoffed at the idea in the beginning. But think of the money saved by not having to pack and crate material for handling by ordinary steamship. Today competing steamship operators, and a few railroads which have lost traffic as a consequence, treat Seatrains with respect. Of course, this means new complexity for traffic men, who must decide when the Seatrain is better than ordinary steamship. The cliché about circumstances altering cases has no more illustrative application than in freight transportation.

While railroads are praised for rehabilitating their passenger

Official Announcement of New Brooks Model

The 1937 Free Wheeling
BROOKS DE LUXE

S P R I N G s h o w i n g

B y



AMOS and DOROTHY BROOKS

Specifications - Sandra Sue Brooks
Make - Girl. When better babies are made, we will be too old to care.

First Appearance - April 5th
6:15 P.M.

Weight - 7 lbs. 6½ oss.

Wheelbase - 19½ inches. Easy to handle. Easy to park.

Lighting - Bright blue lamps, automatic dimmers.

Horn - High frequency vibrator type, Loudest when fuel tank is empty. (Ask the man who owns one!)

Fuel Supply - Gravity feed. 4 oz. tank. More smiles per gallon

Engine - 2 cylinder WOW

Body - Well insulated, no squeaks, but plenty of squeaks and rattles. No draft ventilation.

Color - Customary pink.

Special Equipment - Powder puff, gross safety pins, removable seat covers.

Price F.O.B. - Well, why bring that up?

Originator of both the model and the above description is A. E. Brooks, Fort Worth, secretary-manager of the Southwest Warehouse & Transfermen's Association

equipment and service, the less spectacular but more important innovations and improvements in freight service are relatively neglected. Free pick-up and delivery by railroads is rather well known. But one hears less about faster freight trains, lighter and larger freight cars, and container car service.

The latter service has unusually interesting possibilities as a distinct threat to the common carrier truck. These containers are made of steel. They vary in size, holding from one to ten tons and loading five to ten in a box car and two to five on a flat car. Some are equipped to carry perishables requiring refrigeration. A truck delivers the empty container to the shipper, who loads and locks it. The truck picks up the container and delivers it to a box or flat car with the aid of special machinery. The operation is reversed at destination. These containers save shippers packing expenses; often give merchandise better protection; expedite the movement of freight by reducing handling; and allow shippers to move freight in small quantities and yet receive many of the benefits of a carload ship-

ment. Although the service is not widespread, it is extensive enough to keep in mind for occasions when its advantages can be weighed against other methods. Some transportation authorities contend that, with certain improvements, container car service will attract much traffic from the highways to the railways.

A more recent development is the shipping of loaded trucks and trailers on flat cars for long hauls. The truck or trailer is loaded at the shipper's door and driven to the railroad freight station and right onto a flat car. Within a brief time the flat cars arrive at a distant city and the trucks and trailers are immediately driven to their respective consignees. Lack of space forbids detailing the reasons why this service is often advantageous and cheaper. Suffice to say that experts predict it might well have a great influence upon our future transportation. At present it is still an experiment.

Quite often freight costs can be reduced by using the barge lines on the Mississippi, if you are not averse to giving business to a Federally owned and operated common carrier. There are

many ways in which this barge line can be used in connection with railroads and coastwise steamers operating in and out of New Orleans. Privately-owned barge lines operate from Pittsburgh to New Orleans along the Ohio and Mississippi rivers. The Federal barges now get into Kansas City and Chicago. A glance at the map will suggest the possibilities.

Although pipe lines are not new, there has been little effort to use them for other than petroleum products and natural gas. But it has been predicted that some day grain and pulverized coal will be blown through them.

Few realize that several companies specialize in driving pleasure cars and trucks from factories to dealers and consumers. They couple several cars together, put a governor on the lead car, and frequently deliver them for less than the railroads can.

Transportation problems cannot be solved by looking at a map. For example, a map gives no hint that it is sometimes cheaper to ship from Pittsburgh to Oklahoma via railroad to a North Atlantic port, coastwise steamship to a Gulf port, and thence railroad to the interior. The writer has not yet recovered from his recent amazement at finding that steel tank plate can be shipped from Gary, Ind., to Kansas City for fabrication into a set-up tank and then reshipped to New Orleans for export, at a rate ordinarily applicable from Gary direct to New Orleans.

Traffic men today have to keep cool to keep out of hot water. In dealing with trucks they must be certain that the trucker is registered with the ICC; has adequate equipment and insurance; and is financially responsible. Lighterage, wharfage, stevedoring and port charges must be considered in deciding what port through which to move shipments. "Trap" and "ferry cars" sometimes throw calculations out of whack. In shipping to the Government "land grant," railroads must be considered.

The writer is anxious that readers do not get the impression this article pretends to solve, or even to outline, a solution of their shipping problems. It can do little more than suggest. As a matter of fact, if it causes a deeper inquiry into shipping problems,

if it stimulates thought and invites investigation, it will have justified itself.

After all, this is a massive subject. Perhaps those more cautious than this commentator would hesitate to discuss it in less than two or three soporific volumes. In any event, be warned that the management of any considerable amount of shipping is a continuing task. Change is the dominant note of today's transportation. Every change may mean dollars lost or gained, depending upon the time and informed intelligence you give your shipping problems.

1937 May Be Peak Year in Motor Truck Bills

THE peak may be reached this year in proposed legislation inimical to the interests of highway transport. In some States organized forces are striving constantly for the introduction of adverse legislation and the bad feature is that some of these bills are actually enacted only to complicate the problem of making the Federal Motor Carrier Act effective in interstate commerce.

The tendency of the States to divert the gasoline tax and other highway funds for other purposes than road-building and maintenance is recognized as a bad trend. One State, which had been penalized because of its wholesale diversion of highway taxes to the general fund, is cited as a reason for similar penalties to all other States which raid a fund established for only one purpose.

The Federal Bureau of Public Roads now is investigating expenditures of gasoline tax proceeds and motor vehicle fees in every State.

Such diversions come under the terms of the Hayden-Cartwright Act, which provides that the Federal Government may withhold as much as one-third of Federal aid money due to a State when that State practices highway fund diversion.

In Ohio the trucking industry is facing its most severe test of strength in two decades. The number of adverse bills proposed to hamper and restrict highway transport have steadily increased until nearly 150 have been proposed. Among bills introduced are those prescribing drastic reductions in weight and length regulations. One would add 50% to the present public utility taxes on all common and contract carriers. Another would prohibit operation of all trucks on public streets, roads and highways from midnight Friday until midnight Sunday!

Extension of Credit Is Fixed at Eight Days

THE Interstate Commerce Commission, on the recommended order of Paul Coyle, Examiner, has ruled on the extension of credit in the motor freight field, giving eight days as the limit, exclusive of Sundays and legal holidays other than Saturday half-holidays. This decision ends a controversy extending over a long period and was a compromise.

The investigation was instituted by ICC on its own motion. Pending the inquiry the Commission authorized common carriers to extend credit in the collection of rates and charges for a period of thirty days from time of delivery or relinquishment of possession of freight at destination.

Many complaints were received by the commission that a maximum credit period of thirty days was too long and not in the public interest. The Commission reduced the maximum period to fifteen days from time of delivery at destination.

There were objections by shippers to this change. However, a more rapid turnover in the cash accounts of carriers improved their financial position. Some of the carriers and most of the shippers favored the retention of the 15-day period. Rail carriers and some of the motor carriers contended that rules and regulations governing the payment of rates and charges of common carriers by motor vehicle should be substantially the same as those prescribed for the railroads.

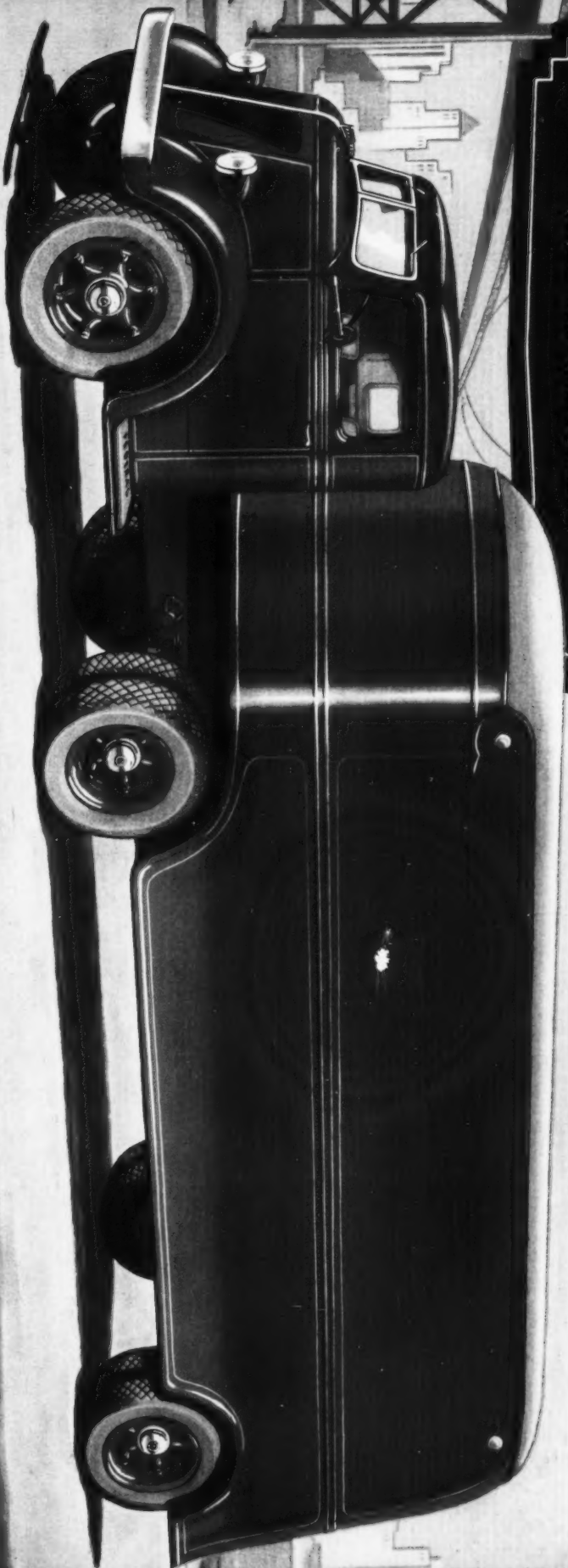
It was brought out that there was little uniformity among motor carriers in presenting their freight bills. Some of these motor carriers, especially ones affiliated with the railroads, presented freight bills to consignees at time of delivery or within 48 hours thereafter.

The present rules and regulations applicable to rail rates, declared the Examiner, had proved to be workable and were satisfactory generally to carriers and shippers. The rail carriers contended that substantially similar rules and regulations should be prescribed to govern payment of rates and charges of common carriers by motor vehicle. Extension of credit for freight charges was a factor in competition between carriers for traffic, declared Mr. Coyle; and, in view of their restricted credit periods, the rail carriers took the position that rules which permitted common carriers by motor vehicle to extend credit for longer periods gave the motor carriers an unduly preferential advantage.

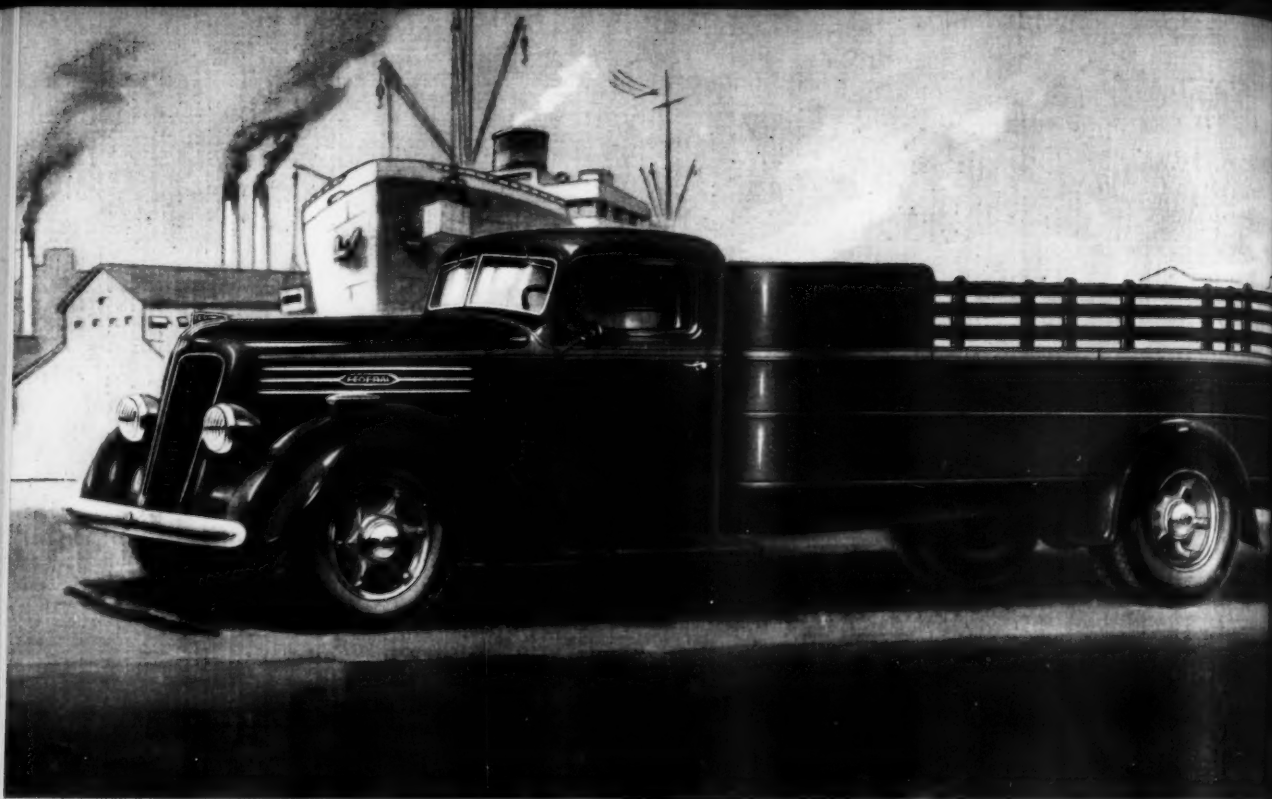
On the other hand, it was pointed out that common carriers by motor vehicles stated that they lost traffic because of liberal credit
(Concluded on page 36)

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For complete satisfaction, it is important that you choose a truck that fits your specific needs exactly. That is why Federal provides a model for every purpose from $\frac{3}{4}$ to 7 $\frac{1}{2}$ tons.



FEDERAL TRUCKS



FITTING the truck to your job is considered by Federal to be equally important as good design and quality construction. Only a truck that in every way meets the user's specific requirements can give complete satisfaction. That is why Federal offers you a choice of 28 separate and distinct models from $\frac{3}{4}$ to $7\frac{1}{2}$ tons, each in a wide range of wheelbase lengths. You can select a Federal that will give you exactly what you need in capacity, wheelbase length and performance — a truck that is correctly fitted to your job and which will render the utmost in dependable service and economy of operation.

Federal has never before presented a line so brilliant in styling, so advanced in engineering, or so com-

plete in the models it offers. Every one of these Federals is of genuine ALL-TRUCK construction, characterized by the high quality, long life and economy which have for over twenty-seven years made Federal trucks famous for "Years of Faithful Service."

In addition to the conventional models, there is an outstanding new group of Cab-Over-Engine trucks embodying many advanced engineering features; also a specially designed house-to-house delivery truck.

There are Federal-built cabs and both standard and custom Federal-built bodies, which are in complete harmony with the striking streamlined beauty of the chassis themselves. Your Federal dealer will be glad to explain the many outstanding features which make Federal today's greatest truck value in any field.

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Census Shows 40.6% of Merchandise and Household Goods Companies Were Doing "Sideline" Trucking in 1935

(Washington Correspondence): A supplement to the first annual census of public warehousing was issued by the Department of Commerce on April 2 for the purpose of illustrating the growth of warehousing and trucking as joint enterprises.

While lacking data for previous years, the enumerators felt justified in reporting that the relation between public warehousing and motor trucking for hire is becoming "of increasing importance, particularly in the handling of household goods and general merchandise."

Two fifths, or 40.6%, of these two kinds of warehouse establishments were found to have been engaged in trucking for hire "as a sideline to warehousing" in 1935. Household goods warehousemen received \$4,304,000, or 24% of their entire revenue, from trucking operations alone. In the general merchandise division, \$1,928,000 was received from trucking operations.

No information was collected which would show the kind of warehouse operations carried on by trucking concerns, but the revenue from all warehousing by 1,500 for-hire trucking companies was about twelve and one-third million dollars, the report states. Public warehousing of the four principal types—household goods, general merchandise, farm products, and cold storage—was previously reported, produced an aggregate income of \$97,870,000 for their 3,014 operators in 1935. This covers only those firms which derived their principal revenue from warehousing. Not covered are those which derived most of their incomes from such other endeavors as trucking processing of agricultural commodities and the like.

Of the 3,014 establishments, the supplemental report shows 2,432 did not engage in trucking, whereas 582 received part of their revenues from that source. Incomes of those not engaged in trucking amounted to \$67,435,000 for warehousing and \$4,224,000 for other services. The 582 warehouses also in the trucking field made \$17,812,000 in storage fees and \$6,563,000 from trucking. Other services added revenues of \$1,837,000.

Cold storage operators did relatively little trucking, only 13 of the 377 listed establishments reporting dual enterprises. They accounted for only \$1,378,000 of the \$24,691,000 credited to cold storage receipts.

The supplement also lists employment by months, showing marked fluctuation. For instance, the employment in May was 30,320, and that of October 38,711. In the household goods storage group, employment fluctuated from a February low of 5,089 to a September high of 5,999; in general merchandise, the employment valley was in January, with 9,259, and the peak was in October with 10,374. In storage of farm products, June was low, with 9,808, and October was high, with 10,411 hands. In cold storage June and August were low months with 6,827 employees in each, while October was high month, with 8,301.

Summarizing these facts, the report states:

"The monthly fluctuation of farm products employment was most marked. The influence on warehouse employment in the flow of newly harvested commodities into the channels of trade is clearly shown. Data indicate that cold storage employment was similarly influenced. There were two peaks in household goods employment, probably influenced by the spring and fall moving season. General merchandise was the most steady of all."

The report contains the results of an extensive sample analysis based upon a typical week, of the average wage of employees by the following occupational groups: executives, office and clerical workers, warehouse and platform employees, and others. The total

(Concluded on page 68)

I.C.C. REGULATIONS NOW EXPLAINED IN EVERY DAY LANGUAGE

Handbook of INTERSTATE MOTOR CARRIER LAW

By DAVID BRODSKY and J. ALMYK LIEBERMAN

Leading authorities on motor transportation law, members of the New York State Bar and of the Interstate Commerce Commission Bar.

The Motor Carrier Act is being strictly enforced today against motor carriers and shippers. Ignorance of I. C. C. requirements may subject you to severe fines and penalties.

Here is a Handbook which will act as your lawyer . . . always at your side. Thousands of I. C. C. regulations are clearly explained to protect you from breaking laws which you may not know even exist.

The Handbook is divided into two parts, giving you all the information you need. Part I, on I. C. C. Regulations, deals with Certificates, Tariffs and Shipping Forms, New Operations, Mergers, Safety Regulations and Accounts, I. C. C. Procedure, etc. Part II is a compilation of the individual requirements of the 48 states, including Certificates, Reciprocity, Taxes, Registration Fees, Equipment and Load Standards, and Traffic Regulations.

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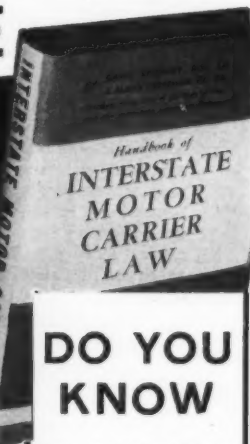
Send me the "Handbook". Within 5 days I will
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DO YOU KNOW

What the Motor Carrier Act requires of shippers?

What Permit Requirements, Equipment Standards or Load Restrictions you must meet in each of the 48 states?

How to legally expand your business?

How to protect your I. C. C. rights to a Certificate or Permit?

Heavy fines and penalties are now being assessed against carriers and shippers who are not familiar with these requirements.

Extension of Credit Is Fixed at Eight Days

(Concluded from page 32)

terms extended by local cartage companies which transport freight between shippers' store doors and the terminals of the rail carriers, pay the rail carriers' freight charges, and bill the shippers monthly for the local cartage service and the amounts advanced to the rail lines. Motor carriers pointed out also that they were in competition with the express companies, whose credit practices are unregulated and which generally grant fifteen days' credit. The rail carriers did not desire to increase their credit periods, it was brought out.

Examiner Coyle concluded by saying that after motor carriers become more experienced under regulation, the prescription of rules which apply to rail carriers may be appropriate but at present a longer period was necessary for the motor carriers.

Under the order, freight bills for all transportation charges must be presented to shipper within five calendar days from the first 12 o'clock midnight following delivery of freight.

The Visceglia, K. & E. and Others Fail to Receive ICC Permits or Broker Licenses

THE Interstate Commerce Commission announced on April 10 a series of decisions which, ordered to become effective twenty days later unless stayed or postponed, are of interest to interstate household goods movers.

An application by United Van Service, a New Jersey corporation with home office in Jersey City, for an interstate common carrier certificate, was ordered dismissed. Likewise ordered dismissed was a similar application by K. and E. Le Luxe Padded Van Co., Inc., a New Jersey corporation with home office in Jersey City. Both applications had been filed by Joseph Visceglia under the title general manager.

The Commission denied—and issued cease and desist orders in connection therewith—similar applications filed by (a) Frank Visceglia under the trade name Ace United Van Service with home office in Jersey City; (b) Constance Visceglia under the trade name All American Van Service with home office in New York City; (c) United Van Service, Inc., with home office in Chicago.

Broker applications were denied by the Commission to United Van

Service, Inc., of Chicago, and Frank Visceglia, under trade name United Van Service, New York City.

The Commission dismissed broker applications which had been filed by (a) Vincent Visceglia, under trade name American Van Lines, Chicago; (b) Constance Visceglia, under trade name All American Van Service, New York City; (c) Frank Visceglia, under trade name Ace United Van Service, Jersey City; (d) Joseph Visceglia, under trade name Great Eastern Van Co., New York City.

Dismissal was ordered of a certificate application by Vincent Visceglia, under trade name of American Van Lines, Chicago. Dismissal was ordered of permit applications by Vincent Visceglia and Joseph Visceglia, both of Jersey City. The first of these three involved a common carrier application and the other two involved contract carrier applications, all three being for general commodities and not for household goods exclusively.

In announcing the foregoing orders, the Commission held that Ace United Van Service, All American Van Service and United Van Service, Inc., had failed to establish any right for certificates authorizing common carrier operations by motor vehicle under the "grandfather" clause of the Federal Motor Carrier Act. Also that United Van Service, Inc., and Frank Visceglia had failed to establish that they were "fit properly to perform brokerage services."

At hearings held in recent months before ICC Examiner E. S. Idol, one or more of the applications were variously opposed by the Household Goods Carrier Bureau, New Jersey Furniture Warehousemen's Association, New Jersey Household Goods Carriers Conference, Interstate Motor Freight Tariff Bureau, Inc., Interstate Household Goods Movers Tariff, Bureau, Inc., New York State Motor Truck Association, and Public Service Commission of Wisconsin; and by two Ohio corporations, United Van Lines and United Van Service, Inc. Ordinarily the applications would have been heard separately; but facts developed evidencing "close relationships" among the various applicants, the Commission pointed out, thus warranting joint consideration.

Rail and Truck-Trailer Service Prospers

NEARLY 6,000 loaded semi-trailers have been transported by the Chicago Great Western Railroad in the period between the date of inception of the service, last July 7, to Feb. 28. This coordinated rail and truck-trailer service

brought in a revenue of \$276,256 during this time.

A total of 3,231 of these loaded semi-trailers moved from Chicago to the Twin Cities, and 2,478 in the reverse direction. In this movement, 4,890 of the trailers moved loaded, and 819 moved unloaded. More than three-fourths of the empty trailers moved southbound from the Twin Cities to Chicago.

The revenue received by the railroad was on the basis of \$42.50 each for loaded trailers and one-half of this rate for empties.

October was the most profitable month to the railroad, with a revenue of \$21,786 from 851 loaded trailers and 143 empties. The average net weight of each trailer, for the February operations, was 20,770 pounds.

Similar service to other points is being planned.

"Commercial Zone" Policy on Interstate Trucking

(Washington Correspondence): The Interstate Commerce Commission has rejected petitions for expansive "commercial zones" in the New York City and Chicago areas and has defined the boundaries at these points where interstate trucking will be considered not subject to the Federal Motor Carrier Act. Fear had been expressed by trucking organizations that exemption of huge areas in the locality of large cities might render the Act ineffective.

When the Act was before Congress for approval objection was made that strict adherence to State lines in determining what traffic is interstate commerce, and therefore subject to Federal regulation, might have inequitable results. It was pointed out that many situations exist where two large cities are located at either side of a State line, and that traffic moves between the two cities as in one large commercial zone. To place truckers serving there areas under the same degree of regulation as genuine interstate carriers would, it was argued, result in placing local cartage operators under Federal regulation.

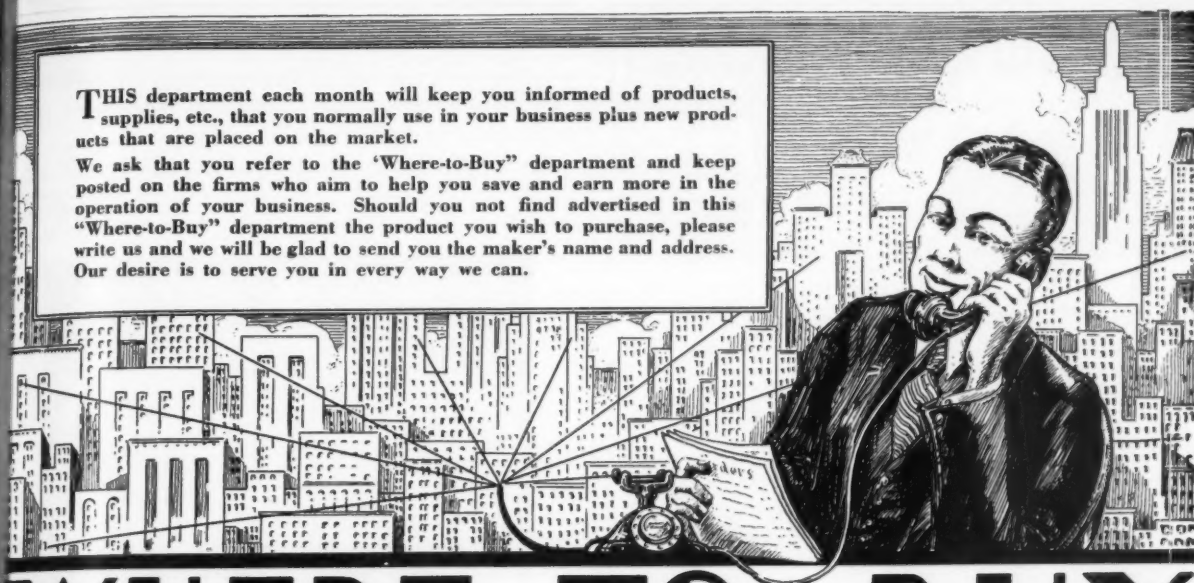
To overcome that objection a compromise was reached under which ICC was empowered to conduct hearings and determine the actual extent of commercial zones, and then declare exemptions. Such hearings resulted in applications for exemptions which in some instances included nearly one-half of each bordering State. Trucking organizations protested that favorable action on such petitions would in effect nullify the Act.

After several months of consideration the Commission found that traffic moving between these

(Concluded on page 80)

THIS department each month will keep you informed of products, supplies, etc., that you normally use in your business plus new products that are placed on the market.

We ask that you refer to the 'Where-to-Buy' department and keep posted on the firms who aim to help you save and earn more in the operation of your business. Should you not find advertised in this 'Where-to-Buy' department the product you wish to purchase, please write us and we will be glad to send you the maker's name and address. Our desire is to serve you in every way we can.



WHERE TO BUY

BLOTTERS (Advertising)

Reply-O-Blotters, 225 Varick St., New York City.

(See advertisement elsewhere in this issue.)

BODIES (Van)

Gerstenslager Co., Wooster, Ohio.

Herman Body Co., 4420 Clayton Ave., St. Louis, Mo.

(See advertisement elsewhere in this issue.)



77 Years of Building Just Good Bodies—Nothing Else!

—bodies of SUPERIOR CONSTRUCTION — MODERN DESIGN — MORE STRENGTH WITH LESS WEIGHT — BETTER APPEARANCE — LONGER LIFE

—Yet the Cost Is Low!



AMERICA'S VAN BODY BUILDERS
EST. 1860 WOOSTER OHIO

of the warehouseman who put him 'on the spot.' This young warehouseman is one

Helping DISTRIBUTION Keep Step with Production!



● Many business men believe that merchandise, because it is on shelves or in warehouses of jobbers, distributors, or dealers is **SOLD!** But—the modern business man knows that until the ultimate consumer buys, his merchandise regardless of distribution, is **NOT SOLD!**

● The **REPLY-O-BLOTTER** is an ideal "Prospect-Selector," designed to produce replies. Used as a sales help, it will hammer home your story day after day, week after week—and when the psychological moment arrives, the cleverly **BUILT-IN REPLY CARD**, requiring no signature and no postage, will be returned as an inquiry or an order.

● Decide now to make a test. Put a few thousand **REPLY-O-BLOTTERS** on the desks of a few thousand prospects and then watch distribution keep step with production!

For Free Samples Write Direct to

REPLY-O-BLOTTERS
BUY THEM FROM YOUR PRINTER
225 VARICK STREET NEW YORK, N. Y.

BRINE

Solvay Sales Corp., 40 Rector St., New York, N. Y.

CASTERS (Truck)

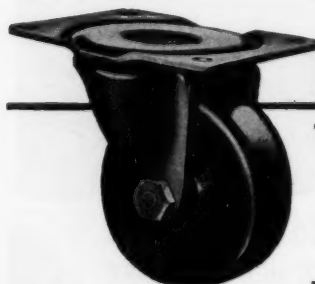
Bassick Co., 38 Austin St., Bridgeport, Conn.

Fairbanks Co., 398 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.
(See advertisement elsewhere in this issue.)

Orangeville Mfg. Co., Orangeville, Col. Co., Pa.
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 500, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)



No. 3616 or 3619 steel ball bearing swivel with Atlasite or Baco composition wheels.
THE IDEAL DOLLIE CASTERS

Bassick TRUCK CASTERS

Over 456 sizes and types, from 2" to 10" diameter wheels—for every class of service.

THE BASSICK COMPANY
Bridgeport Connecticut

CONVEYORS

American Utensil Co., 466 W. Superior St., Chicago, Ill.

CORDAGE

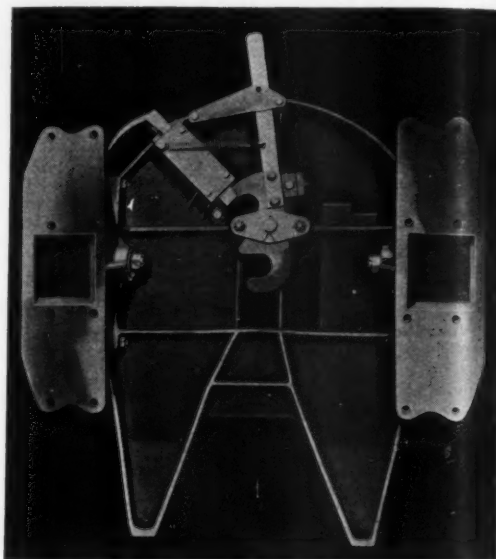
J. E. Fricke Co., 40 North Front St., Philadelphia, Pa. (Flat)
(See advertisement elsewhere in this issue)

of the most progressive in the country and we hope someone puts him 'on the spot'

NEW PRODUCTS

New Fifth Wheel by Fruehauf

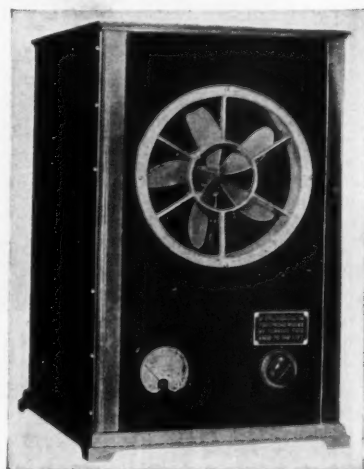
A NEW 36-inch 5th wheel, with specially molded rubber mounting and only four moving parts, has been announced by the Fruehauf Trailer Co., Detroit. The new wheel not only offers the usual Fruehauf safety, but incorporates new



eral features including non-sway design and a ribbed construction which gives ample strength without excessive weight. *Distribution and Warehousing.*

Roto-Beam for Air Control

TWO new 1937 models of the Roto-Beam have been placed on the market. This device used for odor destroying and ozone generating, produces an actual moving beam of air



whirling helically, and causing a suction which draws the air from the lower, upper and all intervening sections of the Roto-Beam blade. This beam of air causes circulation of all the air in the room, at all levels.

The blades meet together in the hub which is so shaped that
(Concluded on page 40)

COVERS (Piano)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co.; 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co.; Findlay, Ohio.
(See advertisement elsewhere in this issue.)

**COVERS (Truck)
(Tarpaulins)**

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)

DOLLIES

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

Orangeville Mfg. Co., Orangeville, Col. Co., Pa.
(See advertisement elsewhere in this issue.)

EXTINGUISHERS (Fire)

Molay Sales Corp., 40 Rector St., New York, N. Y.

FANS (Industrial Ventilation)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

FLOOR COVERING

The Paraffine Companies, Inc., Dept. 25-DW, San Francisco, Calif.

FURNITURE TIE

J. E. Fricke Co., 40 North Front St., Philadelphia, Pa.

HOISTS (Chain and Electric)

Jale & Towne Mfg. Co., Philadelphia, Pa.

We Guarantee **BULL DOG BLUE STREAK** FLAT CORDAGE

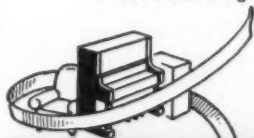
to be the
BEST FURNITURE TIE
you ever used

—or we will accept its return and give you full credit.

Bull Dog BLUE STREAK is Strong — over 1000 lbs. Tensile Strength: Soft — cannot scratch, burn or stretch: Flexible — ties and unties easily: Economical — wears indefinitely. Pays for itself many times over by lessening damage.

Stays Flat — Cannot Curl — 2 inches wide.

It costs less to use the best — specify Guaranteed Bull Dog BLUE STREAK Flat Cordage.



THE J. E. FRICKE CO.

40 North Front Street, Philadelphia, Penna.

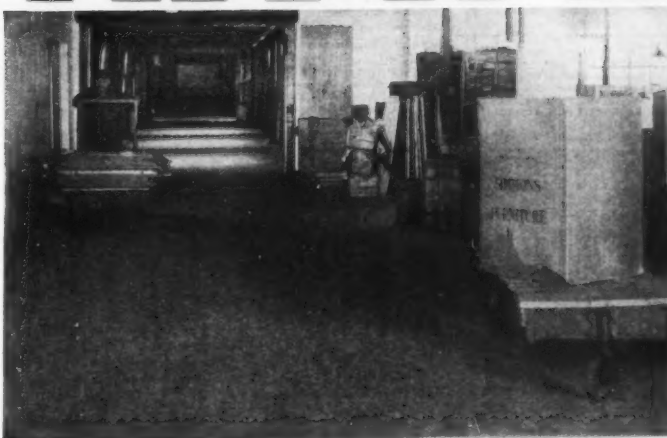
MILLS: Hulmeville, Penna.

Send for Free Samples and Low Prices

MASTIPAVE

10 TOUGH YEARS!

Rolling trucks . . . rough-shod feet . . . scraping crates and cases! The life of a floor in the warehouse of The Simmons Company is no "pink tea" affair! That's why Mastipave was selected, and, after 10 years, is still in service! Water-proof, rot-proof, vermin-proof . . . self-healing, if cut or scratched . . . tough, yet softly resilient . . . almost wear-out-proof! The ideal floor covering for large-area, heavy-traffic floors. Low in first cost . . . upkeep practically nil . . . Mastipave is something you should know about. Manufactured in rolls and factory-cut tiles.



Send this Coupon to
THE PARAFFINE COMPANIES, INC.

Dept. 25-DW, San Francisco, Calif. (or) Somerville, N. J.

☐ Send "Case Histories" book ☐ Have representative call

☐ Send name of nearest contractor

Name.....Title.....

Company.....

Address.....

710

soon. Here are the clues: "Who is the genial general traffic manager of the largest

INSECTICIDES

Barrett Co., 40 Rector St., New York, N. Y.
(See advertisement elsewhere in this issue.)

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

NAPHTHALENE FLAKES

Barrett Co., 40 Rector St., New York, N. Y.
(See advertisement elsewhere in this issue.)

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

PADS (Canvas Loading)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.

Louisville Bedding Co., Preston & Market Sts., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

IRON HORSE



Reg. U. S. Pat. Off.

FURNITURE PADS

Always improving values through nineteen years of honest service.

Cut sizes 36 x 72, 54 x 72, 72 x 72, 80 x 72.

Write for prices and samples.

Van Linings
Grand Covers Tietaps

CANVAS SPECIALTY CO., Inc. 90 Grand St., N. Y. C



Fulco gilt-edge

FURNITURE PADS and TARPAULINS

The best buy in Furniture Pads on the market today! FULCO is the quality pad with our special non-lump filler and reinforced Fulco Gilt Edge webbing ends. You will find FULCO PADS a real economy for both truck and warehouse use—give better protection—last longer. Write today for 1937 prices on FULCO PADS, FULTEX and SHUREDRY TARPAULINS (standard weather protection equipment for open trucks), REFRIGERATOR COVERS, RADIO COVERS, WIPING CLOTHS, BURLAP, and WRAPPING TWINE.

Fulton Bag & Cotton Mills

Manufacturers Since 1870

ATLANTA ST. LOUIS DALLAS
MINNEAPOLIS BROOKLYN NEW ORLEANS KANSAS CITY, KAN.

A PIONEER PADDED VAN PROTECTS PROFITS—

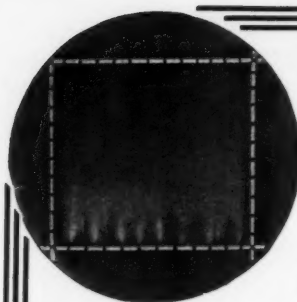
PIONEER van pads help protect your profits by assuring safe delivery of every load.

Made of new cotton and jute. Covered with heavy drill and zig-zag stitched to prevent slipping and bunching.

PIONEER pads give complete protection and long wear. Assorted sizes for all moving purposes. Write for list of types and prices.

LOUISVILLE BEDDING COMPANY, INC.

Preston & Market Sts., Louisville, Kentucky



Extra Feature!

Cross Stitched

DREADNAUGHT PADS

THE only "extra-featured" pad on the market today. Dreadnaught Furniture Pads are sewn with hundreds of 3" squares. These squares prevent tears and give double quilting. Dreadnaught Pads are "extra-featured" but not extra priced.

Cross-Stitched Pad Prices

36 x 72 in. cut size @ \$13.50

54 x 72 " " " " \$19.75

72 x 72 " " " " \$24.00

72 x 80 " " " " \$25.00

New Haven Quilt & Pad Co.

82-86 Franklin St.

New Haven, Conn.

(Concluded from page 38)

when the blade revolves it projects forward a spiral stream of air which completely destroys vacuum resistance in front of the Roto-Beam blade. Pressure and suction faces of the blades are shaped in such manner that the air is drawn forwardly at a low velocity into the path of the front or pressure face and form resistance is eliminated.

The front or pressure faces of the blades are twisted, the surfaces, decreasing uniformly in pitch from the inner to the outer ends, and by this formation friction resistance is eliminated by reason of the air constantly moving over a smooth graduated surface.

Leading and trailing edges of the blades are formed in such manner that the suction produced by the trailing edge of each blade during rotation is imparted to the leading edge of the following blade which eliminates induced resistance.

The blade floats because the helical moving stream of air discharged in front of the blade at a high rate of speed forms a gyroscopic action, which eliminates the up and down thrust in the blades, drawing the air from in back of the blade to the vacuum which is produced by the helical moving air stream discharged from in front of the blade. It is this vacuum action which eliminates back thrust to a minimum, thereby securing a long life to the bearings and motors.

Two sizes are made, one that will ozonate 8,000 cu. ft. and the other 20,000 cu. ft. Made by Electroaire Corp., 1455 W. Congress St., Chicago. Distribution and Warehousing.

Aldon Pneumatic Valve Grinder

A RECENT development for the repairshop. This sturdy pneumatic tool makes possible compression-tight valve seats with speed and ease. In its operation the valve never stops twice in the same place, the valve being rapidly oscillated back and forth and automatically moved forward 1/6th revolution per stroke.

(Concluded on page 42)

company of its kind in the world, who, incidentally, knows as much warehousing as

PADS (Kersey)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)
Louisville Bedding Co., Preston & Market Sts., Louisville, Ky.
(See advertisement elsewhere in this issue.)
New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)

PAPER (Moth Proofing)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

PAPER (Tar)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

BUCKEYE SILL PIANO TRUCKS



ALONE give you so many advantages. Balance and turn without lifting. Handle uprights, grands and baby grands safely and without damaging floors. \$39.00.
Write for circular. Also manufacturing X-75 and Balance Refrigerator Trucks.

Self-Lifting Piano Truck Co.
Findlay, Ohio
Manufacturers of Trucks Since 1901

Nukraft Truck Seat Spring Covering

THE first material ever produced that satisfactorily "bridges the gaps" between coil springs in seats. Nukraft distributes the weight evenly over the springs, keeps the surface of the seat always even, smooth, soft, comfortable. It returns entirely to its original position, no matter how often the springs are flexed.



The material is made of sterilized hair, dipped in latex and formed into loops. It is vermin-proof and free from objectionable odors. Aging tests show it will last well over 10 years without noticeable loss of strength or elasticity.

Nukraft can be used in any seat or cushion made with inner springs and is made by the B. F. Goodrich Co., Akron, Ohio. *Distribution and Warehousing.*

**ATTENTION
DISTRIBUTORS**

"Cheap warehousing is expensive. Every time you pare down the price you knock out some essential quality of service."

SimoNuggets

any warehouseman, and more than some, who likes to attend national warehouse

Safe! MOTH PROTECTION

No need to worry about dangerous poisonous gases—you get *safe* protection as well as *positive* protection when you use

WHITE TAR NAPHTHALENE BALLS or FLAKES

Write for Prices Today



**THE WHITE TAR COMPANY
OF NEW JERSEY, INC.**

(A Subsidiary of the Koppers Co.)

Belleville Turnpike

Kearny, N. J.

PIANO DERRICKS AND TRUCKS

Fairbanks Co., 308 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

PLATFORMS (Lift Truck)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)

STACKERS (Case)

American Utensil Co., 466 W. Superior St., Chicago, Ill.

TIRES (Industrial Truck)

General Tire & Rubber Co., E. Market St., Akron, Ohio.

Goodrich Rubber Co., B. F.; Akron, Ohio.
(See advertisement elsewhere in this issue.)

Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.
(See advertisement elsewhere in this issue.)

TIRES (Motor Truck)

General Tire & Rubber Co., E. Market St., Akron, Ohio.

Goodrich Rubber Co., B. F.; Akron, Ohio.
(See advertisement elsewhere in this issue.)

Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.
(See advertisement elsewhere in this issue.)

TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

General Motors Truck Co., Pontiac, Mich.
(See advertisement elsewhere in this issue.)

Herman Body Co., 4420 Clayton Ave., St. Louis, Mo.
(See advertisement elsewhere in this issue.)

TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

International Harvester Co. of Am., 606 S. Michigan Ave., Chicago, Ill.
(See advertisement elsewhere in this issue.)

TRUCKS (Hand)

Fairbanks Co., 398 Lafayette St., New York, N. Y.
(Lift, platform and stevedore)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

Orangeville Mfg. Co., Orangeville, Col. Co., Pa. (Platform, Stevedore, Barrell & Special).

Self-Lifting Piano Truck Co., Findlay, Ohio. (Special piano)
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)
(See advertisement elsewhere in this issue.)

Yale & Towne Mfg. Co., Philadelphia, Pa. (Lift)

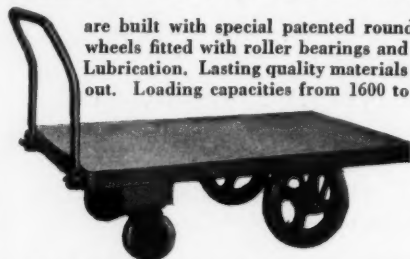
FAIRBANKS HAND TRUCKS

Made in types for practically every purpose. Every part subject to excessive wear can be renewed easily and inexpensively. Backed by more than half a century of experience.

Write for Catalog No. 955.

THE FAIRBANKS COMPANY
398 Lafayette St., New York, N. Y.

Distributors in Principal Cities

**HAMILTON STEEL TRUCKS**

are built with special patented round corners, the wheels fitted with roller bearings and with Alemite Lubrication. Lasting quality materials used throughout. Loading capacities from 1600 to 3200 pounds.

Let us
quote our
prices.

The HAMILTON CASTER & MFG. CO.
Dept. D. HAMILTON, OHIO

TO MEET EXACT TRUCK NEEDS

Fully rubber upholstered Trucks with patented quick change noses. PLATFORM and HAND NOSE TRUCKS for various Warehouse and Cargo use. Write for details and prices.

ORANGEVILLE MFG. CO.
Orangeville (Col. Co.), Pa.

Fig. 200-
BRN Re-
frigerator
Truck



QS Trucks with round corners, no projecting parts.



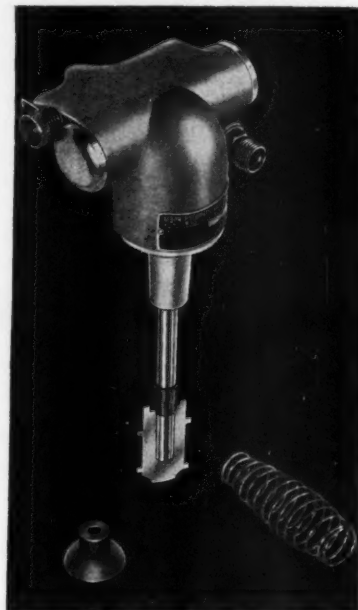
Fig. 202-4
A popular
Warehouse
Truck



(Concluded from page 40)

High speed grinding is secured with 600 to 6,000 strokes per minute, according to adjustment which is instant.

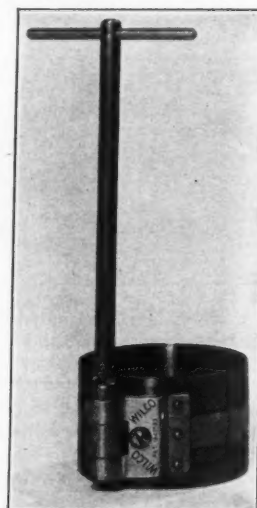
It is claimed that with this new grinder, it is impossible to "ring" the valves. Other features include a comfortable nat-



ural grip with trigger finger control and a 10-day money back trial. The grinder comes complete with valve lift spring, universal valve driving chuck and rubber suction cup for \$12.75, f.o.b. The manufacturer is the Aldon Products Co., 1900 High St., Duncannon, Pa. Distribution and Warehousing.

Wilco Piston Ring Compressor

A PISTON ring compressing tool which can be adjusted quickly for any diameter from 2 in. to 5 in. and which sells for only 95 cents, has been added by the Wilco line.



Only one unit and a key are needed to handle the entire automotive size range; adjustment to size is made simply by turning the key handle; it is easy to keep available for quick use; it holds the rings tightly and squarely; and the edges of the band are crimped to stay outside the cylinder. Made by the Wilkening Mfg. Co., 2000 S. 71st St., Philadelphia. Distribution and Warehousing.

conventions for the purpose of promoting closer relationship between his company

THEY CAN WITHSTAND

A Test LIKE THIS!

24,144 lbs. dead weight—more than 12 tons—carried with never a sign of weakening!

"Hallowell" Lift Truck Platforms underwent just this test. First, carrying a load of 4000 lbs. the "Hallowell" was pushed and dragged over a concrete floor.

Then, the load was increased to 24,144 lbs. to determine whether any hidden weakness had developed. None had.



"HALLOWELL" STEEL LIFT TRUCK PLATFORMS

Strong, sturdy, rigid... "Hallowell" Truck Platforms have pressed steel leg holders hydraulically riveted to heavy angle iron runners, into which fit hardwood leg blocks. Thus, no steel comes in damaging contact with wooden floors—yet no rigidity is sacrificed, so strongly, accurately are they built. Send for Bulletin 352. There's no obligation.

STANDARD PRESSED STEEL CO.

BRANCHES JENKINTOWN, PENNA. BRANCHES
BOSTON CHICAGO
DETROIT ST. LOUIS
INDIANAPOLIS Box 580 SAN FRANCISCO



Pat. Applied For

Fig. 754 — "Hallowell" Floor Truck of Steel. Non-tilting.

Write for Bulletin.

"HALLOWELL" STEEL TRUCKS

Welded joints can't work loose; platforms of one piece heavy steel plate can't splinter; are fire proof; will last for years and years with practically no repairs. These are the reasons "Hallowell" Trucks cost far less than others.

Our free catalog fully describes the size and style you require. Send for it—NOW!

TRUCKS (Jack)

The Colson Corp., Elyria, Ohio.

TRUCKS (Refrigerator)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.

Self-Lifting Piano Truck Co.; Findlay, Ohio.

(See advertisement elsewhere in this issue.)

WHEELS (Industrial Truck)

Fairbanks Co., 308 Lafayette St., New York, N. Y.

(See advertisement elsewhere in this issue.)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.

Save Money

• GET MORE PRODUCTIVE

MAN HOURS—MAKE HANDLING EASIER WITH

Colson
LIFT JACK SYSTEM

• Detailed literature sent on request explains how. Write

THE COLSON CORPORATION

3701 CEDAR STREET, ELYRIA, OHIO

ATTENTION
DISTRIBUTORS

"You cannot buy warehouse space or service by the yardstick."

SimoNuggets

ATTENTION
WAREHOUSEMEN

"Business goes where it is invited and stays where it is well treated."

J. W. Shugart

TRUCKS Refrigerator—Platform and Trailer

Deliver your Refrigerators on Rubber

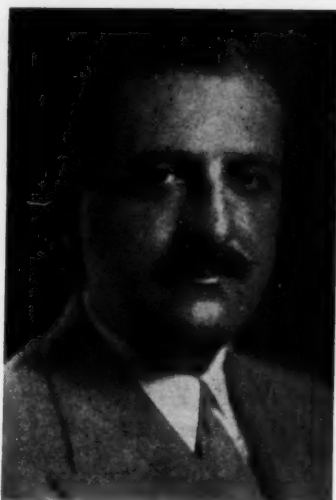
Type x—\$21.00
Type y— 22.50

Ask for Catalogue



International Engineering Inc.
Dayton, Ohio 15 Park Row, N. Y.

and the warehouses handling his stocks, and who, although he doesn't indulge him-



John W. Terreforte

***Nominated by a Distributor
Identified by—***

***But read all about it in this month's Bottom
Line.***

***You may be the next nominee, but you
can't nominate yourself.***

It's your job to nominate the other fellow.

***The more, the merrier—there's room for
all.***

***Address all identifications and nomina-
tions to***

Bottom Line Editor of D and W

self, is no slouch at outlasting and putting to bed certain of the wide-eyed members?"

"Denny" Shanahan Is Dead at 72; Developed Firm in Pittsburgh

DEATH on April 19 removed D. F. (Denny) Shanahan, who at the age of 15 entered the hauling business with a one-horse wagon and developed one of the country's largest household goods warehousing firms, Shanahan Transfer & Storage Co., Inc., Pittsburgh. At the age of 72 he passed away at the home of a son, George A. Shanahan, 611 Devonshire Street, after an extended illness.

A son of Dennis F. and Mary Carr Shanahan, Mr. Shanahan was born in Pittsburgh. From his single vehicle he gradually increased his equipment until he had a stable of 200 draft horses and subsequently replaced these with motor vans. Meanwhile he built the storage business until today the company operates fireproof warehouses with a total area exceeding 162,000 square feet. A great believer in the value of real estate, he had purchased considerable land in Pittsburgh and erected commercial buildings.



D. F. Shanahan

Active in civic and business affairs, Mr. Shanahan was a member of the Pittsburgh Chamber of Commerce, Pittsburgh Athletic Association and St. Paul's Cathedral.

A charter member of the National Furniture Warehousemen's Association, Mr. Shanahan later became the Pittsburgh member of the Mayflower Warehousemen's Association. He was seriously ill during the recent conventions of the National and the Mayflower and received a message of sympathy from each group.

Mr. Shanahan is survived by his wife, Margaret Cleary Shanahan; four sons, Frank D., George A., Paul H. and Walter L.; a daughter, Mrs. John M. Kane; fourteen grandchildren, and two sisters. Of the sons, George A. is the company's president and manager; Paul H. is secretary and operating executive; and Frank D. is treasurer. Walter L. Shanahan is a director of the Mayflower Warehousemen's Association.

Death Removes John Stahl of New York in His 71st Year

JOHN STAHL, founder and president of John Stahl & Sons, Inc., a household goods storage firm in the Bronx section of New York City, died on April 15 after a lingering illness. A member of the National Furniture Warehousemen's Association, he was until within the past few years a familiar figure at the National's conventions.

Mr. Stahl would have been 71 years old next Oct. 25. He was born of humble parents in Philadelphia and as a boy removed to a New York City community then known as Washingtonville and had lived there since. In that sparsely-settled farmland community he

(Concluded on page 47)

BIRMINGHAM, ALA.

1880 — 1937

HARRIS

Over 55
Years of
Service

Transfer & Warehouse Co.

8 South 13th St., Birmingham

— FIREPROOF WAREHOUSES —

Merchandise and Household Goods

• STORAGE
• DISTRIBUTION

• CARTAGE
• FORWARDING

Pool Cars Handled

BIRMINGHAM, ALA.

STRICKLAND
Transfer & Warehouse Co.
 1700-1702 2nd Ave. So.
 General Merchandise Storage and Distribution
 Pool Car Service a Specialty—Motor Truck Service
 Centrally Located—Free Switching from All R.Rs.

BIRMINGHAM, ALA.

MEMBER

WAREHOUSEMEN'S ASSOCIATION

WITTICHEN

Transfer & Warehouse Co.
 Fireproof Warehouse
 Household Goods and Merchandise
 Agents: Aero Mayflower Transit Company
 Member of Allied Distribution, Inc.

BONDED

OFFICIAL SEAL

MOBILE, ALA.

R. P. POPE, Proprietor

**COMMERCIAL TRANSFER
and STORAGE CO.**

A complete merchandise transfer and pool car service
 Storage space for rent, correspondence invited

MOBILE, ALA.

Merchants Transfer Company
HEAVY HAULING—STORAGE
 Pool Cars and General Merchandise—Bonded
 Authorized Transfer Agents
 A.T.&N., G.M.&N., L.&N., M.&O. &
 Southern Railroads. Pan Atlantic S/S Corp.

MONTGOMERY, ALA.

OFFICIAL SEAL

Alabama Transfer & Warehouse Co.
 Cor. N. Perry & Pollard Sts.
 BONDED — FIREPROOF —
 WAREHOUSE
 STORAGE & DISTRIBUTION
 Members N.F.W.A. — A.W.A. — S.W.A. —
 A.C.W. — A.V.L.

OFFICIAL SEAL

MONTGOMERY, ALA.

MOELLER TRANSFER & STORAGE CO.
 210-220 COOSA STREET

Merchandise and Household Goods

Low Insurance Rate
Bonded
Trucking Service

Pool Car Distribution

Members: A.W.A., N.F.W.A., S.W.A.

This is another easy one for both warehousemen and distributors to answer, but it's

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

110 East Sixth Street

Tucson, Arizona

FORT SMITH, ARK.

W. J. ECHOLS,
PresidentMONT S. ECHOLS,
Vice-PresidentJ. MONTAGUE WILLIAMS
Sec'y-Treas.-Manager

ARKANSAS WAREHOUSE COMPANY

General Merchandise Storage - Forwarding.
Pool Car Distribution.
55,000 Square Feet Floor Space.
Modern Fire Proof Building. Sprinkler Equipped.
Lowest Insurance Rate.
On St. Louis, San Francisco Railroad Reciprocal Switching.



LITTLE ROCK, ARK.



Commercial Warehouse Co.

801-7 East Markham Street

A Complete Branch House Service
Fireproof Sprinklered - - Low Insurance
Private Railroad Siding - - Quick Service



LITTLE ROCK, ARK.

Arkansas' Largest Warehouse
Merchandise—Household Storage

Absolutely
Fireproof
Low
Insurance
Rates
Pool Car
Distribution
Compartments
for household
Goods

TERMINAL WAREHOUSE CO.

LITTLE ROCK

ARKANSAS

Member American Warehousemen's Association
American Chain of Warehouses.

Agent for Allied Van Lines, Inc.



LONG BEACH, CAL.

STORAGE-TRUCKING
DISTRIBUTION
FREIGHT-MACHINERY
TRUCK CRANES
RIGGING



457 GOLDEN AVE. - P.O. BOX 237

LOS ANGELES, CAL.

Nine
Metropolitan
Locations

1335 S. Figueroa St.
HERB HOLT, Mgr.

LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

DAVIES WAREHOUSE COMPANY

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL
the FIRST . . . Established 1893 . . . MORE THAN
ORDINARY SERVICE . . . We invite inquiries relative to
your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 . . . C.W.A. . . . L.A.W.A.

LOS ANGELES, CAL.

EFFICIENT WAREHOUSING
and DISTRIBUTION

CALIFORNIA WAREHOUSE CO.

837 TRACTION AVE.



Sprinklered Concrete
Building
Central Location
Spur Tracks

Low
Insurance
Cartage
Service
Merchandise
Exclusively

Specialist in Food Distribution

LOS ANGELES, CAL.

Fireproof Warehouse in the Heart of the
Residence District. Distribution Consi-
dered. Cars of House-
hold Goods Solicited.

FIDELITY

VAN and STORAGE

1836 Arapahoe St.—Near Washington Blvd.
Beverly Hills—Westwood—Wilshire District—Hollywood

LOS ANGELES, CAL.

316 Commercial Street

Los Angeles Warehouse Company

Household Goods and Merchandise

Consign your shipments for Hollywood, Beverly
Hills, and Los Angeles direct to us. We will insure
you satisfied customers. A complete service.

LOS ANGELES, CAL.

1930 S. Vermont Avenue, Los Angeles

LYON

VAN and STORAGE

SERVES CALIFORNIA



LOS ANGELES, CAL.

METROPOLITAN
WAREHOUSE CO.

Merchandise Warehousing
and Distribution
U. S. Customs Bonded

Reinforced Concrete Sprinklered Building
Centrally Located in Metropolitan Area
Fire Insurance Rate 11.7 Cents

1340-1356 EAST SIXTH STREET
LOS ANGELES

MEMBER



Offices for Rent

Telephone and
Secretarial Service
Sub Basement for
Cool. Dry Storage

1525 Newberry Ave. 11 West 42nd St.
Chicago, Ill. New York City

LOS ANGELES, CAL.

We Solicit Your Shipments and
Pool Car Distribution

1610 SOUTH VERMONT AVE.
FIREPROOF WAREHOUSE FOR HOUSEHOLD GOODS
Members California Van & Storage Association
National Furniture Warehousemen's Association

not going to be easy for you fellows to make a lot of facetious remarks about him

(Concluded from page 45)

attended elementary school and at 14 became an apprentice in various building trades. At 21 he entered the construction field as a contractor and established an excellent reputation.

In 1916 Mr. Stahl was attracted by an opportunity to go into the warehouse business, and this he did in conjunction with two sons, John C. Stahl and Frederick A. Stahl. Visualizing the need for a modern furniture storage plant in the community, he dismantled his non-fireproof building and in 1922 erected a section of the fire-story fireproof warehouse which the company now operates. In 1929 he put up a fireproof addition. Although continuing as president, he retired from active participation in 1930, turning the business over to the two sons.

Mr. Stahl is survived by his wife and ten children. Of the latter, John C. Stahl, who was vice-president, has succeeded his father as president; and Frederick A. Stahl, who was secretary, is now vice-president.

In addition to the N.F.W.A., Mr. Stahl was a member of the New York State Warehousemen's Association, New York Furniture Warehousemen's Association, and Allied Van Lines, Inc.

Fred Johnston of Calgary Is Dead; Was Leader in Professional Sports

FRED JOHNSTON, one of the outstanding executives in Canada's public warehousing, died on April 16. He was president of Johnston Storage & Cartage Co., Calgary, Alberta. Mr. Johnston was a member of the Canadian Storage & Transfermen's Association, National Furniture Warehousemen's Association and American Warehousemen's Association. He had been in the storage business about thirty years.

Through his untiring energy and business ability Mr. Johnston built what is probably the largest combination merchandise and household goods storage business in western Canada. The company operates two warehouses with 50,000 square feet of floor space, and is an official forwarding agent for the Canadian National Railways.

Mr. Johnston had numerous other interests, as the Calgary Artificial Ice Co. and the Calgary Exhibition and Stampede Co. He was a member of the Rotary Club, the Shrine of Al Azhar and the Renfrew Club. He was keenly interested in racing, being one of Canada's foremost breeders of thoroughbreds, and at one time was identified with harness horse racing. Last winter he was president of the local Rangers Hockey Club, which he had developed in anticipation of a Dominion championship. For many years he had been identified with Calgary's professional baseball team. He had frequently held office in the Canadian Storage & Transfermen's Association and was an instigator in the formation of the Alberta Commercial Vehicles & Warehousemen's Association.

DO YOU NEED A SUPERINTENDENT?

EXPERIENCED operating executive, upward of 50 piece fleets. Experienced in large factory and office removals, merchandise handling, heavy hauling, household goods and merchandise storage. Familiar with efficient planning and dispatching of equipment. A student of office management and business administration. Now employed. Aged 40.

Address Box B-943, care of Distribution and Warehousing, 249 West 39th Street, New York City.

LOS ANGELES, CAL.

Overland Terminal Warehouse

Ninth and Alameda Sts.

General Merchandise Storage
U. S. Customs Bonded Storage
Cool Room Accommodations
"Vacufume" Process of Fumigation

MANAGED AND OPERATED BY

CROOKS TERMINAL WAREHOUSES

CHICAGO NEW YORK KANSAS CITY
419 W. Harrison St. 271 Madison Ave. 1104 Union Ave.

CALIFORNIA'S MOST MODERN WAREHOUSE
SERVED BY THE UNION PACIFIC

LOS ANGELES, CAL.

MERCHANDISE
STORAGE AND
DISTRIBUTION
DRAVAGE
CYANIDE FUMI-
GATION
BROKERS' OFFICES
SECRETARIAL
P.B.X.
FINANCING
SERVICE



Pacific Commercial Warehouse, Inc.
923 East Third St. Los Angeles, California
SPECIALIZING IN STORAGE AND DISTRIBUTION
OF FOOD PRODUCTS

Represented by NATIONAL WAREHOUSING SERVICE
519 W. Roosevelt Road Chicago, Ill.

LOS ANGELES, CAL.

1817-1855 INDUSTRIAL STREET

Star Truck & Warehouse Co.

COMPLETE FACILITIES EFFICIENT SERVICE
Storage Distribution Drayage

Represented by Distribution Service

240,000 Square Feet 56 Motor Trucks
New York Chicago San Francisco

LOS ANGELES, CAL.

W. E. TEAGUE, Pres.
B. F. JOHNSTON, Gen. Mgr.

UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.8 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

LOS ANGELES, CAL.

Make Westland Warehouses

Your Distribution Headquarters
in So. California

Member, A. W. A.,
C. W. A., L. A. W. A.

Write for Booklet

L. A. Junction Ry.
Service

Westland
Warehouses, Inc.
4814 Loma Vista Ave.,
Los Angeles, Calif.
Room 1305
38 So. Dearborn St.
Chicago, Ill.



because his friend (?) has already said a mouthful. Prove to us that you have some

OAKLAND, CAL.

OAKLAND WAREHOUSE TERMINALS

20th & CAMPBELL STS.

OPERATED BY MERCHANTS EXPRESS CORP.

SAME OWNERSHIP AS

Southern Pacific Terminal Warehouse

4TH & BERRY STS., SAN FRANCISCO

OPERATED BY WALKUP DRAYAGE & WAREHOUSE CO.

Modern buildings with lowest insurance rates and largest fleet of motor equipment in the bay area.

Most complete and efficient transbay service. Exclusive contracts all railroad store door services.

STORAGE & POOL CAR DISTRIBUTION OF FURNITURE AND MERCHANDISE

MEMBER AWA

SAN DIEGO, CAL.

SAN DIEGO MUNICIPAL WAREHOUSING CORPORATION, LTD.

MODERN MERCHANDISE STORAGE AND DISTRIBUTION

20-Car Capacity at Three Buildings Strategically Located. Private Sidings & Waterfront Dock Facilities, Giving a 935-Foot Dock Length and a Draft of 36 Feet.
Customs, U. S. Warehouse Act, and State Bonded.
Sampling, Sorting & Cleaning. Low Insurance. Pool Cars Handled. Specialize in Cotton, Beans, Grain, Wool, Canned Goods, Paper, Sugar, Nails and Pipe.
Motor Freight Terminal. Frank C. Seehorn, Manager.
1265 HARBOR ST.

SAN FRANCISCO, CALIF.

FARNSWORTH & RUGGLES

(Established in 1859)

109 DAVIS STREET

WAREHOUSING GENERAL MERCHANDISE
Pool Car Distribution Motor Truck Fleet
Terminal at First, Brannan and Federal Streets
In the heart of the shipping district

SAN FRANCISCO, CALIF.

GIBRALTAR WAREHOUSES

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH
OVERLAND FREIGHT TRANSFER CO.
AND
TILDEN SALES BUILDING

SAN FRANCISCO, CALIF.

THE HASLETT WAREHOUSE CO.

230 Battery St., San Francisco

Operators of the most complete warehouse and distribution system in the San Francisco Bay area.

STORAGE—CARTAGE—COLD STORAGE (OAKLAND)
FIELD WAREHOUSING—FAST TRANSBAY DELIVERY SERVICE

S. M. HASLETT, President
Member American Warehousemen's Assn.
Member American Chain of Warehouses, Inc.

SAN FRANCISCO, CAL.



Complete Warehousing Service

for
General Merchandise
Liquors - Drugs

Drying, Pool Car Distribution, Office Accommodations
and Telephone Service

SAN FRANCISCO WAREHOUSE COMPANY
625 Third St. Sutter 3461

Member: American Warehousemen's Association
Distribution Service, Inc.

SANTA ROSA, CAL.

ALEXANDER'S

in Santa Rosa for
FIREPROOF STORAGE,
MOVING—PACKING
and SHIPPING
A St., at 2nd



SO. PASADENA, CAL.

EST. 1913

ONEONTA TRANSFER AND STORAGE

812 FREMONT AVENUE

Coast to Coast Motor Van Service
Complete Moving and Storage Facilities

Wilhelm Firm Protests Federal Tax Claim

(Washington Correspondence): Protesting claim by the Commissioner of Internal Revenue that 1934 taxes amounting to \$2,260.34 are still due the Federal Government, Rudie Wilhelm Warehouse Company, of Portland, Oregon, has petitioned the United States Board of Tax Appeals for review.

The application for hearing contends that examining agents of the revenue bureau erred in computing a deficiency by disallowing deduction from income for salary paid to Rudie Wilhelm, president and manager. In the petition it is maintained that salary paid Mr. Wilhelm represents only approximately 14% of the gross business, and that the salary payments were not excessive.

The question whether the applicant should be permitted to make the deductions will be considered at a hearing, the date for which is yet to be announced.—(George H. Manning, Jr.)

Utah Use Tax Affects Goods in Storage

Utah's "Use Tax Act of 1937," effective July 1, imposes a 2% tax on commodities escaping the State sales tax because of purchase and importation from other States. The assessment will be "on the storage, use or other consumption in this State of tangible personal property."

To what extent the new law will affect warehousing—and it applies to household goods as well as merchandise in storage—is the subject of a study being made by Utah's warehouse operators. Goods in storage in Utah are already subject to taxation.

originality and creative genius by further describing this new character. Your Bottom

VENTURA, CAL.

VENTURA
TRANSFER
COMPANY

POOL CAR DISTRIBUTION

Established 1881

Two Brick & Concrete Buildings for Storage and Distribution of Household Goods. Motor Truck Service.

Members of NFWA—YFA—CalV&SA

Send Inquiries to P. O. Box 296

DENVER, COL.

North Denver Transfer
and Storage Company

Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.

Storage Forwarding Cartage Distributing

Centrally Located

Free Switching

Office 2016 Blake Street, DENVER, COLORADO



DENVER, COL.

We offer a complete service—Merchandise and Household Goods Storage, Pool Car Distribution, Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a statewide daily motor freight service under regulation of the Public Utilities Commission.

Connections with Interstate Truck Lines to Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug Vault, Fumigating Vault, Private Lockers

The WEICKER TRANSFER & STORAGE CO.

1700 Fifteenth Street

DENVER

COLORADO

Member of N. F. W. A.—A. C. W.—A. W. A.

PUEBLO, COLO.

BURCH WAREHOUSE AND
TRANSFER CO. INC.

General Office and Warehouse

200 SO. SANTA FE AVENUE

Modern Sprinklered Fireproof Building

Freight Forwarding and Distribution

Household and Merchandise Storage

PACKING AND SHIPPING

Member of N.F.W.A.—A.W.A.—Colo. W.A.

BRIDGEPORT, CONN.

E. G. Mooney, Pres.

J. G. Hyland, Mgr.

Hartford Despatch and Warehouse Co.
1337 Seaview Avenue

STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE DOCK AND RAILROAD SIDING. SPECIAL FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT SPRINGFIELD, MASS. AND HARTFORD, CONN.

Member of A.W.A.—N.F.W.A.—A.C.W.—A.F.L.



GREENWICH, CONN.

DRINKWATER SONS, Inc.

Offices

NEW CANAAN, CONN.

122 RAILROAD AVE.

BEDFORD, N. Y.

2 WAREHOUSES

PORT CHESTER, N. Y.

STORAGE, MOVING

50 Years in Business

Member N.F.W.A. C.W.A.

Agents for Allied Van Lines, Inc.



HARTFORD, CONN.

E. G. Mooney, Pres.

J. G. Hyland, Mgr.

Hartford Despatch and Warehouse Co.

252 Asylum Street, Hartford, Conn.



STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE SIDING. SPECIAL FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT SPRINGFIELD, MASS. AND BRIDGEPORT, CONN.

Member of A.W.A.—N.F.W.A.—A.C.W.—A.F.L.



NEW HAVEN, CONN.

M. E. Kiely, Mgr.

DAVIS STORAGE COMPANY

335 East St., New Haven, Conn.

Modern Fireproof Merchandise Warehouse.

Private seven-car Siding, adjacent to Steamship and R. R. Terminals.

Pool and stop over cars distributed.

Motor Truck Service to all towns in Connecticut.

Low Insurance Rate. Prompt, Efficient Service.



NEW HAVEN, CONN.

STORAGE and DISTRIBUTION



Established 1860

Merchandise, automobiles, furniture—23 buildings—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U. S. Customs.

THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.

Members: AWA, NFWA, CWA, MTA

of C, New Haven Chamber of Commerce,

Hauling member Allied Van Lines, Inc.



NEW HAVEN, CONN.

PAUL A. DAHLGARD, Owner

West Haven Trucking Company

Storage Warehouses

Offices, 435 Congress Ave.

Household Goods, Storage, Packing, Shipping, Receiving



WASHINGTON, D. C.

J. P. ROGERS, Pres.

CALVERT & ROGERS, Incorporated

General Merchandise Storage & Distribution

Pool Car Distribution & Hhg. Moving—Specialties—

Refrigerators—Stoves—Washers—Motor Oils, Etc.

Private B.&O. Siding, Langdon, D. C.

WASHINGTON, D. C.

Telephone ADams 5600

FEDERAL STORAGE
COMPANY

1707 FLORIDA AVENUE



E. K. MORRIS, President

(See Page Advertisement Directory Issue)

Member—National Furniture Warehousemen's Association

WASHINGTON, D. C.

FIDELITY STORAGE

1420 U Street, Washington, D. C.

Packing, Shipping, Inter-City Removals, Silver Vaults

Member of A.W.A.—N.F.W.A.

Line Editor hasn't forgotten that he still owes you the name of Beau Brummell but

WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON
AND VICINITY**Security Storage Company**
OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000.

Security (steel) lift vans for overseas shipments. Door to door rates quoted, both to and from Europe and South America. All risk insurance if desired.

1140 Fifteenth Street, Washington
31 Place du Marche St. Honore, Paris

WASHINGTON, D. C.

Modern
Fireproof
BuildingLONG
DISTANCE
MOVINGPACKING
STORING
SHIPPING**SMITH'S**TRANSFER & STORAGE CO., INC.
1313-15-17-19-21 You Street, N. W.

Member—Mayflower Warehousemen's Association

WASHINGTON, D. C.

**GENERAL MERCHANDISE
STORAGE**Pool Car Distribution—
City Delivery ServiceDirect Switching Connections into Warehouse
Pennsylvania Railroad**TERMINAL REFRIGERATING &
WAREHOUSING CORPORATION**

4th and D Streets, Southwest

Member of A. C. W.

WASHINGTON, D. C.

W. E. EDGAR, Supt.

**THE TERMINAL STORAGE COMPANY
OF WASHINGTON**

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.
Member of American Warehousemen's Association.

WASHINGTON, D. C.

Established 1901

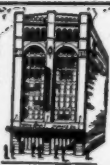
**UNITED STATES
STORAGE COMPANY**

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory Issue, page 106)

Member of N.F.W.A.—W.W.A.



JACKSONVILLE, FLA.

A. H. Laney, Pres. & Mgr. W. W. Doleher, Sec. & Treas.

LANEY & DELCHER STORAGE CO.
657 East Bay St.

Merchandise Storage and Pool Car Distribution

Negotiable and non-negotiable receipts issued.

FIREPROOF WAREHOUSE—LOW INSURANCE RATES

JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE

UNION TERMINAL WAREHOUSE COMPANY
East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution

Reconsigning—Trucking Service—Trackage 52 Cars

Reinforced Concrete—Sprinkler System—A.D.T. Service

Insurance Rate 12 Cents

Rental Compartments—Sub-Postoffice, Western Union Tel.

Members A.W.A.—A.C.-of-W.—I.W.A.

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Sld. Cax. Secy.-Treas.

**C. A. BURNET WAREHOUSE
& TRANSFER CO., Inc.**
20-26 N.E. 11th St.Largest Commercial Storage Warehouse
in Miami. Five Stories absolutely
Fireproof—Private Siding.

Centrally Located to Jobbing Trade—Building A.A.A. Construction

MIAMI, FLA.

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ROBBINS WAREHOUSING and DISTRIBUTING CO., Inc.

1109 N.W. 22nd St.

Fireproof and hurricane proof warehouse

Private Siding Seaboard Air Line Ry.

Merchandise Storage and Pool Car Distribution

Low Insurance Rate

MIAMI BEACH, FLA.

Washington Storage Co., Inc.

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Moving—Packing—Shipping—Storage

Members NFWA, SOWA

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W. A. Ray, Pres. & Mgr. M. Ray, Sec.-Treas.

The Bonded Warehouse Company

Handling merchandise in brick buildings sprinklered, on private siding L&N (3-m capacity) at 710 So. Palafox St. U. S. Customs bonded; U. S. Warehouse Ad bonded.

For merchandise and household goods we have at 711 Jefferson St. \$5,000 sq. ft. Consign CL Shipments via L&N; LCL via L&N-Frisco. Specialize in sugar, salt, oil, beer, liquors, canned goods, wire rope, cotton. Distribute pool cars, transfer household goods. Three trucks. Branch office and show room facilities.

PENSACOLA, FLA.

H. P. Ferriss, Pres. H. W. Ferriss, Mgr.

**FERRISS WAREHOUSE and
STORAGE CO.**

Merchandise and Household Goods Storage

Pool Car Distribution on private siding
L & N Ry.—Free switching from Frisco**ATTENTION
DISTRIBUTORS**"Good warehousing is not
cheap and cheap warehousing
is not good."

SimoNuggets

he has a few other things of human interest this month that he doesn't want you to

Railroads Request Annulment of ICC Order of Feb. 2 in Storage Case (Ex Parte 104) at New York

(Concluded from page 10)

Elmer Collins of the Department of Justice made a brief argument to the effect that the cost basis on which the ICC proceeded was clearly set forth in papers before the court.

J. Stanley Payne, counsel for the ICC, took up the argument, charging that the railroads had entered into a private business not connected with transportation and thus were destroying and confiscating the property of forty-three independent merchant and twenty-two cold storage warehouses in this port.

Because shippers get something back for storage, declared Mr. Payne, they get transportation cheaper. As for storage in transit, he added, commodities sometimes remained in the railroads' warehouses for two and a half years before moving out.

Mr. Payne, attempting to explain the "cost" thesis, said the Baltimore & Ohio was forced to reduce its storage rates to the National Cash Register Company by 23 per cent in one instance to forestall attempts by the Delaware, Lackawanna & Western to attract its business by a low-rate offering. If this business had been lost, explained the Government counsel, the B & O would also have lost the register company's traffic.

When Judge Chase asked why rates should not be based on reasonable value of low storage to attract traffic instead of cost, Mr. Payne cited a Supreme Court decision which he said supported the ICC.

The storage group was represented by John J. Hickey, of Washington, D. C., counsel for the Warehousemen's Protective Committee, which has been active in pressing the case against the railroads. Mr. Hickey cited several cases of alleged less-than-cost rates given by railroads, adding that in 95 per cent of the cases in the ICC records cost was defined.

The City of Boston, losing business to New York because of the alleged "cut-throat" competition among the railroads, was represented by its corporation counsel, Henry E. Foley.

When Mr. Burgess rose for rebuttal, Judge Patterson inquired whether the low storage was offered for "traffic-grabbing." The attorney responded that he would not use the expression but that everything a railroad did was intended to increase traffic and was legally justified.

Meanwhile the ICC had on April 9 vacated and set aside that part of its Ex Parte 104, Part VI, order of Feb. 2 which reads as follows:

"It is further ordered, the respondent, Erie Railroad Company, be, and it is hereby, notified and required to cease and desist on or before April 15, 1937, and thereafter to abstain from subsidizing and granting concessions to the Seaboard Terminal & Refrigeration Company by means of excessive rentals paid for space leased from said Seaboard Terminal & Refrigeration Company."

The Commission in its order of April 9 reopened Ex Parte 104, Part VI, for further hearing and reconsideration in so far as it relates to the agreements and arrangements between the Erie (and its subsidiaries) and Seaboard Terminal, which is located in Jersey City. The Commission said a further hearing would be held, the times and places to be announced later.

McLaughlin Honored

W. J. McLaughlin of Terminal Warehouse Co., Philadelphia, is among the executives who were elected directors of the Traffic and Transportation Club of Philadelphia at the group's annual meeting on April 15.

TAMPA, FLA.

"Your Tampa Branch House"

GALDWELL

BONDED

WAREHOUSES

INCORPORATED

MERCHANDISE
Storage & Distribution
Fireproof Buildings
Waterfront Whse. and
Private Docks

U. S. CUSTOMS
Bonded Storage
Government Storekeeper
retained permanently.
Normal temperatures for
Wines and Liquors.

HOUSEHOLD
Moving & Storage Agents
Astro Mayflower Transit
Co.
National Long Distance
Movers

Members Mayflower Warehousemen Assn.
American Chain of Warehouses

TAMPA, FLA.

"The Safest Place in Tampa"

LEE TERMINAL



MERCHANDISE STORAGE

Pool Car Distribution—Rail & Water Connections—Clean dry storage space—Night and day Watchman. Negotiable receipts issued. Invoicing accurately done. Every service required of a Branch House.

HOUSEHOLD GOODS

Storage — Moving — Packing — Shipping. Make your consignments to us and be assured of entire satisfaction. Agents ALLIED VAN LINES, National Furniture Movers. Corporation Employee Moves solicited.

Lee Terminal Service combines a warehouse building so constructed as to enjoy Tampa's Lowest Insurance rate. Ideally located for economic distribution. The utmost care is given all shipments and collections are made and remitted promptly.

Members AWA—NFWA—SoWA

Represented by DISTRIBUTION SERVICE, INC.

TAMPA, FLA.



TAMPA UNION TERMINAL, INC.

TAMPA, FLORIDA

Offering storage and distribution in the South's largest and most modern combined General and Cold Storage Warehouse. Building of Reinforced concrete with sprinkler system, low insurance rates. Private railroad sidings served by S&L and A.C.L. Private Docks. Special attention given Pool Car Distribution. Internal Revenue and U. S. Customs Bonded Warehouse with storekeeper retained permanently.

"Let Us Solve Your Distribution Problems"

Member American Warehousemen's Association

TAMPA, FLA.

WILLIAM J. EVE, Manager

WAREHOUSE, INC.

BONDED

CARLOAD AND COMMERCIAL STORAGE
POOLED CAR DISTRIBUTION

Morgan and Water Streets, Tampa, Florida

ATLANTA, GA.

FRED E. STEVENS, Owner and Manager

Atlanta Service Warehouse

223 Spring Street, S. W.

Merchandise Warehousing
Pool Car Distribution

Gen. of Ga. Ry. Trackage

Members A.W.A.

"Service" Is Our Middle Name

miss, so he's going to hold out on you a little while longer. One of them is a sug-

ATLANTA, GA.

BONDED SERVICE WAREHOUSE

432-434 Marietta Street

BONDED
FIREPROOF STORAGE
MERCHANDISE
AND HOUSEHOLD GOODS
POOL CAR DISTRIBUTION

ATLANTA, GA.

BONDED

General Warehouse & Storage Co., Inc.

272-274 Marietta St., Atlanta, Ga.

Consigned stocks handled for Manufacturers

Remittance made day received

Store door delivery—Re-packing—Re-shipping

MERCHANDISE DISTRIBUTION

Sprinkler System—R.R. Trackage—Pool Car Distribution

ATLANTA, GA.

H. W. Gullatt, Pres.

M & M WAREHOUSE CO.

29 HAYNES ST. N.W.

General Storage—Pool Car Distribution

Concrete Sprinklered Warehouse

Call on us for any usual or unusual service in connection with your warehousing or distribution problems. We can help you.

Consign via any R.R.—Private Siding A.B.&C. Ry.

Represented by American Chain of Warehouses

ATLANTA, GA.

"Atlanta's Largest"

MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses

A. D. T. Service

Member: A. W. A.

ATLANTA, GA.

Contact our offices in Atlanta, Augusta, Washington and New York for any long distance household goods movements you have. Commission Agents wanted.

WEATHERS BROS. TRANSFER CO., Inc.

Merchandise and Household Goods Storage

Pool Car Distribution of Merchandise and

Household Goods

Specializing on Long Distance Household Goods Moving

Operators of Our Own Equipment in 38 States

AUGUSTA, GA.

AIKEN, S. C.

F. L. Harrison, Pres.

RELIABLE TRANSFER CO.

General Merchandise Storage and Distribution

Household Goods Storage, Packing, Shipping

Pool Car Distribution

Direct R.R. Siding A. C. L., C. & W. C. R.R.

SAVANNAH, GA.

Savannah's only bonded warehouse

SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY.

BAY STREET EXTENSION & CANAL
Post Office Box 1187

General Storage—Distribution—Reconsigning

Custom House Brokers—Custom Bonded

Regular steamship service from principal

Eastern, Western & Gulf ports—track con-

nections with all rail and steamship lines.

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Members—A.W.A.—A.C.W.—So.W.A.

HONOLULU, HAWAII

WHEN SHIPPING GOODS TO

HONOLULU

Consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted.

Correspondence solicited.

CITY TRANSFER COMPANY

Cable Address: LOVERINO, HONOLULU

BOISE, IDAHO

Selling Services Arranged

BOISE COLD STORAGE COMPANY

Merchandise Warehousing & Forwarding

Negotiable Warehouse Receipts Issued


Pool Car Distributors

304 S. 16th St.

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On U.P.R.R.

CHICAGO, ILL.

A National System of  Warehousing

NEW YORK

ALLIED DISTRIBUTION INC.

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CHICAGO, ILL.

Combine your Chicago Office and your Warehouse

at **ANCHOR.** The best

location in Chicago—across the street from Tribune Tower and only three minutes from the loop.

You will find here every facility for the efficient storage and distribution of your merchandise.

Re-shipping facilities second to none—direct tunnel connection with all railroads eliminating cartage. Private switch on C&N.W. Railway—delivery platform inside the building—private dock on Chicago River outside all bridges—lighterage connection with rail lines eliminating switching delays.

ANCHOR STORAGE CO., 219-229 East North Water Street

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Represented by

DISTRIBUTION SERVICE, INC.

CHICAGO, ILL.

CHICAGO'S LOOP WAREHOUSE

C & A TERMINAL CO.

358 W. HARRISON ST.

Modern concrete building. 30 car track served by Alton-B. & O. R.R. Tunnel connection all railroads for L.C.L. shipments. Next door Parcel Post Bldg. for economical and speedy handling of Parcel Post shipments.

New Merchandise Storage

Firm in Troy, N. Y.

H. A. Sperry, president of Hudson Motor Freight Service, Inc., with general offices at 18 to 20 Thatcher Street, Albany, N. Y. has organized Sperry Warehouses Inc., at Troy N. Y., and will operate a combination general merchandise warehouse and motor freight terminal.

Extensive alterations, including installation of a sprinkler system, are being made at the Troy plant, which comprises two units—a two-story building 150 by 100 feet with a ten-car railroad siding and a six-story structure 96 by 50 feet. Both are on the New York Central.

The smaller unit will be used for transfer of freight carried by Hudson Motor Freight Service between Troy, Albany and other southern points and New York City. The motor freight organization has been in operation for twelve years.

Air Conditioning Installed

After a special study of the care and protection of fabrics, Washington Square Co., Inc., Miami Beach, Fla. has installed air conditioning so as to assure correct humidity.

gestion sent in a few months ago that we should let you boys know when some of your

CHICAGO, ILL.



DOWNTOWN WAREHOUSE

Most Centrally Located
2 Blocks from New Union Station
CANAL &
HARRISON STS.
Tunnel and Trap Car
Service

CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 271 MADISON AVENUE

KANSAS CITY

SOUTH SIDE WAREHOUSES

5801-5967 West 65th St.

Capacity 1200 Carloads
Insurance Rates as Low as 12c.



CHICAGO'S MOST MODERN WAREHOUSES

Also operate three modern warehouses in Kansas City and the Overland Terminal Warehouse Company at Los Angeles, California.

LIBERAL LOANS MADE ON STAPLE COMMODITIES

CHICAGO, ILL.



Unexcelled Delivery Facilities

Ample sheltered truck delivery space facing on well paved private streets; express and trucking trailers constantly on hand for package shipments; special trucking arrangements for swift deliveries in the metropolitan area;

high speed service elevators at frequent intervals in all of our units; and, besides, a Union Freight Station of the Chicago Junction Railway under our own roof which makes Central Storage & Forwarding Company warehouse service—

Unique in Chicago

Central Storage
& FORWARDING COMPANY
2001 West Pershing Road . . . Chicago
Telephone: LAFayette 5628

SPEED WAREHOUSE DELIVERIES

CUT STORAGE COSTS



WITH CURRIER-LEE

Prompt delivery is but one of many services that make Currier-Lee warehousing so notably satisfactory. Adequate loading space, tunnel railroad service, and an organization keyed to modern business standards enables Currier-Lee to meet every situation requiring speedy movement of merchandise. Currier-Lee can save you money, too, on transportation costs, financing, insurance etc. Our service is ideally efficient, safe and economical for all types of business. Write for details.

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INTERESTING
FOLDER
FREE
WRITE TODAY

CURRIER-LEE WAREHOUSE CO.
General Offices 427 Erie St.,
Chicago, Ill.



friends become proud fathers. We discussed the subject with some of our friends at

CHICAGO, ILL.

Accessible Location.
Modern Warehouse.
Excellent Shipping
Facilities.
Diligent Offices.
Special Equipment.
Economical Service.
No cartage expense on
outbound L. C. L.
Freight.
1455 W. 37th St.

DIETRICH
WAREHOUSING
COMPANY
1455 W. 37TH ST.

CHICAGO
EMPIRE FREIGHT COMPANY, Inc.
Via
Forward Next Pacific Coast Shipment
FOR ECONOMY

CHICAGO, ILL.

CHICAGO, ILL.

W. F. CARROLL, Pres.

J. J. BARRETT, Gen. Mgr.



EMPIRE
MAINTAINS A
STANDARDIZED SERVICE

• For almost fifty years EMPIRE Service has been preferred by companies desirous of giving the household effects of employees, transferred to or from Chicago and suburbs, the very best of care and service.

LONG DISTANCE REMOVALS
PACKING AND SHIPPING BY RAIL
STORAGE FOR HOUSEHOLD GOODS AND MERCHANDISE
(CITY-WIDE SERVICE)

EMPIRE WAREHOUSES, Inc.

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COMPLETE WAREHOUSING
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ALLIED DISTRIBUTION INC.
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1225 NEWBERRY AVE.
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**GRISWOLD-WALKER-BATEMAN
COMPANY**

1525 Newberry Ave.

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Modern buildings strategically located. Direct truckage connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT (belt line connecting all RR's.). Trap car reshipping. Motor truck deliveries. Long distance motor transportation. Guardite fumigation protection. U. S. Customs Bond. Office facilities.

Details of this complete service are described in a booklet "The Way to Distribution"—Write for your copy.

CHICAGO, ILL.

RALPH J. WOOD, Pres.

MORRISON C. WOOD, Treas.

For Shipments to the South Side's Finest Residential Districts

CONSIGN TO

The Lincoln Warehouse Corporation

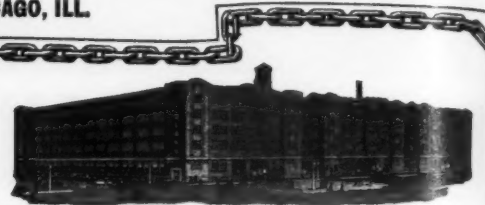
Main Office and Warehouse—4259 Drexel Boulevard

"43 Years of Distinctive Service"

Personal attention of executives to customers. Collections promptly remitted

Member N.F.W.A.

CHICAGO, ILL.



MIDLAND

Offers

LARGE AND SMALL SHIPPERS
THREE MODERN MERCHANDISE
WAREHOUSES

at

CHICAGO

With convenient locations

For Local Trade.

With excellent transportation facilities

for National Distribution

Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads, no trap car, tunnel or cartage service or charges on in or out-bound LCL shipments. Receiving stations of Express, Freight Forwarding, Electric and Boat Lines on premises.

With a complete warehouse organization

fully equipped to handle merchandise rapidly and economically

Let Us Quote on Your Requirements

MIDLAND WAREHOUSES, INC.

1500 SOUTH WESTERN AVENUE,
CHICAGO, ILL.

TWO

warehouses close to the Loop
• Direct railroad connections • Office and warehouse space to rent • U. S. Customs Bonded Storage • Loans on standard merchandise • Low insurance rates • Direct tunnel service • Special facilities for the storage of wines.

Write for information on services to meet your individual needs.

RAILWAY TERMINAL & WAREHOUSE CO.

444 West Grand Avenue, Chicago, Illinois

ONTARIO WAREHOUSE CO., 425 WEST ONTARIO STREET

CHICAGO, ILL.

"Chicago's Leading Warehouse"

SENG WATERWAY WAREHOUSE CO.

310 West Polk St.

Complete water, rail and truck terminal, facilities with a "loop" location. Concrete dock for ocean, lake and river vessels—25 car siding capacity—own fleet of 69 trucks. Economical reshipping—tunnel—lighterage.

the Traffic Club and in reply they pointed out several who they said were incapable

Bills in Congress and American Business

(Continued from page 25)

Imported copper, sweat-shops, sales of personal property. It is likely that these will pass. Gasoline and other automobile taxes are up for repeal, as well as the excise tax on sporting goods. They will probably be repealed. The other measures have to do with such problems as marking goods in interstate commerce as having paid all required taxes; exempting capital gains from taxation, and calling a conference to coordinate State and Federal taxes. It is too early to forecast action on these.

7. *Farm Bills.* Eleven bills have been brought up to aid the farmer. They deal with home and crop loans, crop insurance, debentures for the export of surplus and the like. Those which are not inconsistent with present legislation will doubtless pass.

8. *General.* To save time, let us lump together the other measures in this class. They are bills referring to: bankruptcy (6) in number; restriction of aliens (9); tariff—mostly reducing rates and increasing flexibility (4); securities, as exemption from SEC rules, of small corporations (7); anti-lynching (13); readjusting rates in interstate commerce (3); extending the Reconstruction Finance Corporation and the note-making power of the Federal Reserve Board (4). The last is the only inflationary measure. Last Congress was full of them.

Other measures affect trade agreements and foreign trade, railroad, work relief, power projects, as the TVA, air commerce, motor and water carriers, Government insurance, education, communications, floods, highways, defense, and other general situations.

Wholesalers and Retailers

Coming now to those bills which affect more directly various phases of distribution:

1. First in importance are the two introduced by Mr. Patman. The first (H.R. 4722) would prohibit manufacturers from retailing their products and, conversely, retailers from engaging in manufacturing. The other (H.R. 4726) would restrict reciprocity sales in interstate commerce. Space is not available to give these detailed consideration here but their purpose is obvious; and, as they are in accord with Administrative policies, the bills will most likely pass.

2. Next in importance is the Miller-Tydings resale price maintenance bill, which has, at this writing, just been reported favorably out of the House Judiciary Committee. As it has powerful backing in Congress and is in line with the the Administration's fair trade practice policy and the recent decision of the Supreme Court upholding the Illinois and California laws, there is little doubt it will pass.

3. A group of fourteen bills comes next. They are intended to regulate wages and hours in industry, either directly, as in the Ellenbogen bill aimed at the textile industry, or indirectly as in the present Walsh-Healey law limiting Government purchases to products made in plants observing certain wage and hour conditions. One or more of these will go through but they will affect only hardware concerns doing an interstate business.

There is a decided opinion, among those in the know at Washington, that a new NRA is destined to be introduced in this Congress, later in the session. Donald

(Continued on page 56)

NAVIGATION NOW IN FULL SWING

Located at the mouth of the Chicago River and on private slip adjoining. We stevedore boats operating direct from Europe, motorships direct from Eastern Seaboard, and barges from New Orleans, all with regular service, from now on until end of the season. 2500 feet of dockage.

These various water carriers combined with our warehousing facilities offer great savings in distribution costs.

One and one-half million square feet in sprinklered buildings with track capacity for 150 cars; direct tunnel connections with all railroads and ample truck loading platforms.

Space leased for offices, storage and light manufacture. Storage in transit. Pool car distribution. United States Customs Bonded Warehouse—Internal Revenue Warehouse.

Other

NATIONAL TERMINALS CORPORATION FACILITIES

CLEVELAND - National Terminals Corporation
MILWAUKEE - National Terminals Corporation
TOLEDO - National Terminals Corporation
INDIANAPOLIS - Indiana Terminal and Refrigerating Company
EAST CHICAGO, IND. - East Chicago Dock Terminal Company
NEW YORK OFFICE - 25 Beaver Street (Phone: Hanover 2-1172)

NORTH PIER TERMINAL COMPANY

589 EAST ILLINOIS ST.

CHICAGO, ILLINOIS



of a lot of things, including humor, so we promptly dismissed the subject of babies.

CHICAGO, ILL.

Soo Terminal Warehouses

519 W. Roosevelt Road

Merchandise Storage—Pool Car Distribution
 COOL TEMPERATURES—CANDY STORED ALL YEAR
 Ground Floor Warehouse Space with or without
 Offices. Trackage—Free Switching—Fireproof
 Represented by
 National Warehousing Service

"THE
 ECONOMICAL
 WAY"



CHICAGO, ILL.

**SAME DAY
DELIVERY SERVICE**

Is a habit with us—not a boast. Stock forwarding ordered even as late as one o'clock is shipped the same day on through destination cars, via any railroad from any of the downtown terminals. No cartage expense.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

WESTERN WAREHOUSING COMPANY
 323 West Polk Street Chicago, Ill.

CHICAGO, ILL.

Merchandise Storage and Distributors

WAKEM & McLAUGHLIN, Inc.

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

A.D.T. Service

ADVANCES MADE

Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service.

DANVILLE, ILL.

C. B. Hall, Pres. M. P. Hall, Sec. & Treas.

DANVILLE TRANSFER & STORAGE CO.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate
 Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carload. American Warehouse Association.
 Members National Furniture Warehousemen's Association.
 Members Illinois Furniture Warehousemen's Association.

DECATUR, ILL.

Decatur Warehouse Company

(Shumate Transfer)
 20-30 INDUSTRY COURT
 TRANSFER—STORAGE

MOVING—PACKING—DISTRIBUTION

BONDED : : LICENSED : : INSURED CARRIERS

CHICAGO, ILL.

WERNER BROS. KENNELLY CO

STORAGE
 MOVING
 PACKING
 SHIPPING

M. H. KENNELLY, President

Your Chicago Shipments given preferred attention. Pool cars handled on our own switch track.

Consign C. M. St. Paul & P. R. R. . . .
 Wilson Ave. Branch.

**CONTAINER SHIPMENTS
SOLICITED**

Warehouses Conveniently Located

2815 Broadway
 4917 Broadway
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 4615 Clifton Ave.

PARK BRANCH
 1750 N. Clark St.
 Opposite Lincoln Park
 TRAFFIC DEPT.
 3133 N. Halstead St.

MAIN OFFICE:

2815 BROADWAY, CHICAGO, ILLINOIS

(Continued from page 55)

Richberg has outlined something of the sort in several public addresses and has been in extended conferences with the President. Whether it will be held back until the personnel of the Supreme Court is changed by law or will be framed to avoid the Constitutional objections to the first NRA is an open question.

Another group, seventeen bills, includes a series of measures intended to encourage housing construction. They range from the Wagner bill, providing loans and grants for low rent apartments, to those which extend and enlarge home building loans. The Wagner bill is stymied, at the moment, unless the Committee having it in charge can find some way to provide the large funds required. The same applies to the others but it is not unlikely that the financial problem will be solved.

5. Two other bills of interest only to corporations doing business across State lines (which, of course, applies especially to concerns in Boston, New York, Philadelphia, Cincinnati, Chicago, Detroit and other cities, whose metropolitan districts include parts of several States) are the Borah and O'Mahoney Federal Licensing Bills. These require all corporations doing an interstate business to secure a license. To get one, they must comply with certain exacting conditions. They must be capitalized at \$100,000, of which \$10,000 must be paid up. Their officers and directors may not hold stock in any other corporation in the same line, and so on.

The present outlook is that these bills will not go through, as the Administration is said to disapprove of them.

6. Other measures of interest are: a bill aimed to establish Federal control over weighing and measuring devices. It would go beyond the functions of local

(Concluded on page 59)

But the he-men of Texas must be different, for the mail man (not m a l e, or is he?)

DECATUR, ILL.

SINCE 1892
HAMMAN
BROS.
TRANSFER & STORAGE CO.

Member of A.W.A.—N.F.W.A.

Decatur's Pool Car Distributors

Spot stock storage deliveries. Merchandise and Household Goods Storage. Private siding and free switching WITH PROTECTION IN THE ONLY FIRE-PROOF WAREHOUSE IN THE CITY. Lowest fire insurance rates. Pick up and delivery service maintained via our freight terminal.

Office:—601 E. WILLIAM ST.

EVANSVILLE, IND.



With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States.

Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.

Write for booklet completely describing the many unusual services available.

MEAD JOHNSON TERMINAL CORP.
EVANSVILLE, INDIANA

"Where Waterway . . . Railway . . . Highway Meet"

JOLIET, ILL.

Telephones 501 and 502

Joliet Warehouse and Transfer Company
Joliet, Illinois

MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West. Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago.

No switching charges. Chicago freight rates apply.

PEORIA, ILL.

All Points of the Compass



Peoria is the logical center of distribution for Illinois. We will be pleased to explain our service and facilities.

Our Dependability Your Assurance of Satisfaction

Member of A. W. A.

FEDERAL WAREHOUSE CO.
Adams and Oak

PEORIA, ILL.

NATIONAL WAREHOUSE CO.
Est. 1920

- Merchandise Storage
- Pool Car Distribution
- Fireproof Building; Sprinklered
- Low Insurance Rate
- Private Siding
- Motor Truck Terminal

1323 SO. WASHINGTON ST.

FORT WAYNE, IND.

FORT WAYNE [WITH MIGHT AND MAIN] STORAGE CO. [THE SAME]

FIREPROOF AND NON-FIREPROOF BUILDINGS.
Pittsburgh, R. Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.; Wabash R. R.—Private Sidings—Pool Car Distribution

ROCKFORD, ILL.

BARTLETT WAREHOUSE

Modern Plant C.&N.W. Siding Free Switching

"Sparkling Service"

502-514 Cedar St. Phones: Main 133, 134

ROCK ISLAND, ILL.

THE CENTER OF THE QUAD-CITIES
160,000 POPULATION — RATE BREAKING POINT
MOTOR FREIGHT SERVICE IN ALL DIRECTIONS

FEDERAL BARGE LINE TERMINAL

C. B. & Q. SIDING—FREE SWITCHING

ROCK ISLAND TRANSFER & STORAGE CO.

Member of A. W. A.—N. F. W. A.

FORT WAYNE, IND.

PETTIT'S STORAGE WAREHOUSE CO.

"FIREPROOF" BUILDINGS

STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District
We have our own truck line and are equipped to make prompt deliveries
Private siding



HAMMOND, IND.

Members N.F.W.A., Allied Van Lines

JOHNSON

Transfer and Fireproof Warehouse

MERCHANDISE AND HOUSEHOLD GOODS STORAGE

WAREHOUSE and OFFICE: 403 Douglas Str.

ATTENTION WAREHOUSEMEN

"The discontinuation of advertising just because business conditions are improving is like reducing the rations of a soldier because he has won the first skirmish preparatory to the real battle. It is like taking your foot off the accelerator after driving a short distance toward the summit of a steep grade."

John Simon

has just delivered a notice of another kind of delivery down in the Lone Star State.

INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

HENRY COBURN
STORAGE and WAREHOUSE CO.
 Merchandise Storage, Distribution, Trucking
 Leased Space—Offices—Low Insurance
 Loans on Receipts

INDIANAPOLIS, IND.

Indianapolis Warehouse and Storage Co.
 330 West New York St. Indianapolis, Ind.

Merchandise Warehouse, Brick, Sprinklered, 80,000
 Square feet, private siding C.C.C. & St. L. Pool Car Dis-
 tribution. Lease Space. Office Space.

Member of A.W.A. - Ind. W. A. - Associated Warehouses, Inc.

INDIANAPOLIS, IND.

Strohm Warehouse & Cartage Company
 230 W. McCarty St. Telephone RI. 5513

General Merchandise Cold Storage. Pool Car Distribution and
 Checking Out. All Merchandise on Check Out Cars Placed
 on Platform Ready for Delivery.

CCC & St. L. R.R.

Modern Truck Equipment.

INDIANAPOLIS, IND.

Service That Satisfies

TRIPP WAREHOUSE COMPANY
 1000 E. New York St.

Merchandise Storage, Distribution, Trucking
 Private Siding C.C.C. & St. L.

Members A.W.A. Am. Chain Whses. Ind. W. A.

TERRE HAUTE, IND.

DISTRIBUTORS TERMINAL CORPORATION

Private R.R. Track Capacity 21 Cars connecting with all lines.
 Merchandise Storage and Distribution a Specialty
 Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We
 do the rest. U.S. Licensed and Bonded Canned Foods Warehouse
 License No. 12-4.

CEDAR RAPIDS, IOWA

CEDAR RAPIDS TRANSFER & STORAGE

FIREPROOF WAREHOUSE
 ALL MODERN FACILITIES FOR EFFICIENT WAREHOUSING
 AND DISTRIBUTION OF MDSE. AND H. H. GDS.
MOTOR FREIGHT TERMINAL

For Reputable Freight Lines
 DAILY SERVICE IN EVERY DIRECTION
 FREE SWITCHING FROM ALL RAILROADS ENTERING CEDAR RAPIDS
 Special Warehouse for Farm Machinery and Heavy Equipment

DAVENPORT, IOWA

including Rock Island and Moline, Ill.

Ewert & Richter Express & Storage Co.

Fireproof Warehouse, on Trackage—in the Business and
 Shipping District of Davenport.

Pool car distribution—Mdse. & H.H.G. with motor truck
 service—direct from our Combined Rail and Truck Terminal.

A. W., Inc.—A.W.A.—N.F.W.A. Phone Dial—3-3653

Agents—Allied Van Lines, Inc.

DES MOINES, IOWA

BLUE LINE STORAGE CO.

200-226 - Elm - Des Moines, Ia.

Merchandise and Household Goods Storage
 Private Siding—Free switch from any R.R. entering
 Des Moines

Members: A.W.A.—N.F.W.A.—Ia.W.A.—M.O.W.A.

DES MOINES, IOWA

Member American Chain of Warehouses

Fire
 Proof
 Ware-
 house

MERCHANTS
 TRANSFER & STORAGE CO.

TRY OUR SUPERIOR SERVICE

40 years' warehousing nationally known accounts
 gives you Guaranteed Service
 Daily reports of shipments and attention to
 every detail.

9th
 &
 Mulberry

DES MOINES, IOWA

ESTABLISHED 1880

White Line Transfer & Storage Co.

120 So. FIFTH AVE.

DES MOINES, IOWA

Moving: Packing: Shipping, Consolidators and Forwarders
 Fireproof and Non-Fireproof Storage of
AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS
MERCHANDISE (All Kinds)

Private Sidings—Free Switching to and From All Lines Entering Des Moines
 (Lowest Insurance)

Member: A. W. A., May. W. A., Ia. W. A., Mo. W. A.

MARSHALLTOWN, IOWA

IN THE HEART OF IOWA

**FIRE PROOF STORAGE CO.**

Church Street and First Avenue
 Complete Distribution, Trucking and
 Storage Facilities

56,000 SQ. FT. FLOOR SPACE

Contract Operators for All Rail Lines

**25 MOTOR FREIGHT LINES**

with overnight service within a radius
 of 100 miles

• Twenty-five motor freight lines operating from our terminal
 provide daily service to all points in Mason City's distribution
 area, thus enabling us to offer exceptional service—special
 pool car distribution service—throughout the territory we serve.

• Complete rail service by all lines serving Mason City at
 their connections—Interchange rail to truck, or truck to rail
 under one roof.

• Modern reinforced concrete and steel fireproof building espe-
 cially built for warehouse purposes and ideally located to serve
 all Northern Iowa and Southern Minnesota territory.

MASON CITY WAREHOUSE CORPORATION

MASON CITY, IOWA

MERCHAN-
 DISE STON-
 AGE

POOL CAR
 DISTRIBUTION

PRIVATE
 RAIL
 SIDING

WATERLOO, IOWA

IOWA WAREHOUSE CO.

Fireproof Warehouse

Motor Truck Service

Distributing and Warehousing All Classes of
 Merchandise, Household Goods and Automobiles

A clever announcement of the arrival of this new shipment is published somewhere

59

LEXINGTON, KY.

**THE UNION
TRANSFER and STORAGE
COMPANY, Inc.**

**THREE LARGE
WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.
Warehouses on Private Sidings. Free Switching Charges.
DISTRIBUTION OF POOL CARS A SPECIALTY
MERCHANDISE AND HOUSEHOLD GOODS
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE
Member American Chain of Warehouses

LOUISVILLE, KY.

**Most Centrally Located Warehouse and
Motor Truck Terminal in Louisville**

*Our
Service
Is Our
Sales
Force*

With a trained personnel and modern facilities
for rendering efficient distribution service.
ASK YOUR CUSTOMERS HERE.

CHESTER BELL, Gen. Mgr.

KENTUCKY TERMINAL WAREHOUSE COMPANY
1101 West Kentucky St. Louisville, Ky.

LOUISVILLE, KY.

**LAMPPIN
WAREHOUSE COMPANY**

1409 Maple St., Louisville, Ky.

**Merchandise Warehouse 50,000 square
feet, Mill Construction, Sprinklered,
private siding P.R.R. Distribution
of pool cars.**

LOUISVILLE, KY.

Louisville Public Warehouse Company
25 WAREHOUSES \$750,000 CAPITAL

Louisville Member
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.
Gen'l Mdae. H. H. Goods

LOUISVILLE, KY.

Ninth Street Public Warehouse

Warehousing in all its branches
Sprinklered Buildings—Most Centrally Located with Rail and
Truck Sidings. I. C. Railroad.
MAIN AT NINTH

ALEXANDRIA, LA.

ALEXANDRIA IN THE HEART OF LOUISIANA

Bonded Brick & Concrete Warehouse. Stor-
ing, Packing. Pool Car Distribution. Agents
Aero Mayflower Transit Co. Private Sidings
L.A.S., P.&R.I. Ry.

Carnahan's Transfer & Storage

Member of A.W.A.—May W.A.—S.W.A.

MEMBER



NEW ORLEANS, LA.

R. W. DIETRICH, President

Importers' Bonded Warehouse
(Member of A.W.A.)
and
Bienville Warehouses Corporation, Inc.
(Member of A.C.W.)
Office, 340 Bienville St.
NEW ORLEANS, LA.

Complete Warehousing and Distribution Service for
New Orleans and its territory.
200,000 square feet of storage space with track room
for 30 cars at one placement. Licensed by and bonded
to the State of Louisiana and the U. S. Government.

New York Representative
MR. J. W. TERREFORTE
250 Park Avenue
Telephone: Plaza 2-1235

Chicago Representative
MR. W. H. EDDY
53 W. Jackson Blvd.
Telephone: Harrison 1498

NEW ORLEANS, LA.

E. B. FONTAINE, Pres. & Mgr.

**Commercial Terminal
Warehouse Company**
INCORPORATED

Modern Merchandise Warehouses

A dependable agency for the
distribution of merchandise
and manufactured products.

**Storage Cartage Forwarding Distributing
Bean Cleaning and Grading Fumigating**

Office 402 No. Peters Street
NEW ORLEANS LOUISIANA

**Stocks on Hand Are 30% Higher
Than a Year Ago, Owen Reports**

Reporting as chairman of the warehouse and cold storage committee of the Pacific Coast Transportation Advisory Board, LeRoy D. Owen, vice-president of Westland Warehouses, Inc., Los Angeles, presented the following at the Board's San Francisco meeting on March 19:

"Rail service has been generally satisfactory two members of the committee report that there could be some improvement in switching service. About 70 percent of the in-bound business and 75 percent of the out-bound is by rail. Stocks on hand are about 30 percent greater than as of the same date last year. There have been no new developments of any great moment that would be of interest to shippers or carriers. There has been a slight increase for storage space as compared with the same period last year. The general outlook is fair."

**W. D. Hoover New Chairman
of Terminal Refrigerating**

(Washington Correspondence): William D. Hoover, chairman of the board of National Savings & Trust Company, has been elected chairman of the directorate of Terminal Refrigerating & Warehousing Corp., succeeding the late Clarence F. Norment, Sr.

A prominent banker of Washington, Mr. Hoover, prior to becoming chairman of National Savings & Trust, was its president for 25 years. He had been vice-chairman of the warehousing corporation's board of directors for several years.

Clarence F. Norment, Jr., has been elected a director of Terminal Refrigerating & Warehousing Corporation to succeed his father.—(H. M. Manning.)

kind of delivery by that same (male man)—a letter from one of our advertisers who

NEW ORLEANS, LA.

Douglas Shippide Storage & Douglas Public Service Corps.

New Orleans, La.
Sprinklered storage—
1,050,000 square feet.
Mdse. and Furniture.
Switch track capacity
—60 cars.
Nine warehouses con-
venient to your trade.
Loans made against
negotiable receipts.
Trucking Department
operating 55 trucks.
Insurance Rates 12c
to 22c.

Represented by
Distribution
Service, Inc.
New York Chicago
San Francisco

BANGOR, MAINE

Agents for Allied Van Lines, Inc.

McLAUGHLIN WAREHOUSE CO.

Established 1875

Incorporated 1918

General Storage and Distributing

Rail and Water Con-
nection—Private siding

Member
American Chain of Ware-
houses
American Warehousemen's
Association
National Furniture Ware-
housemen's Association



NEW ORLEANS, LA.

NEW ORLEANS, LA.

2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.
Located on Mississippi River—Shippide connection.
Electrical unloading and piling devices provided to eliminate damage
in handling.
Excellent switching connections, with all lines entering New Orleans.
INDEPENDENT WHSE. CO., Inc.
New Orleans, La.

NEW ORLEANS, LA.

PELICAN STORAGE & TRANSFER
201 NORTH FRONT ST.

Complete Warehousing & Distribution Service.
Low Insurance . . . Switch Track Facilities
Motor Freight Terminal . . . Fumigation

NEW ORLEANS, LA.

Shippide Storage Company, Inc.

Commodity Warehouses

Mississippi River at St. Maurice Avenue Wharf

State Bonded

Low Insurance

Storage and Distribution in all its phases.

NEW ORLEANS, LA.

Standard Warehouse Co., Inc.
100 Poydras St., New Orleans, La.

Represented by

Associated Warehouses, Inc.

CHICAGO NEW YORK
Clyde Phelps Douglas Miller
Franklin 6263 — Murray Hill 2-7645
Complete Warehousing Service



SHREVEPORT, LA.

Terminal Warehouse & Transfer Co., Inc.

Office 629-31 Spring St.

Merchandise and Household Goods Warehouse, sprinklered,
40,000 square feet; private siding on K.C.S. Distribution of
Pool Cars. Transfers Household Goods.

Member of A.W.A.—May W.A.—S.W.A.

**ATTENTION
DISTRIBUTORS**

"If the present trend of chis-
eling rates is continued, eventu-
ally the shipper will be confronted
with inefficient service and facilities
as a result of his own manipulations."

SimoNuggets

PORTLAND, MAINE

Atlantic Storage & Warehouse, Inc.

P. O. Box 784

71 Kennebec Street

Warehousing and Distribution of General

Merchandise except

goods detrimental to foodstuffs

Modern, fireproof construction

Sprinkler system protection

Insurance rate 16½c

Free switching with all railroads

Storage in transit privilege on flour, canned

goods, potatoes, paper and paper bags

Warehouse space for rent, office or desk room



BALTIMORE, MD.

For Details See Directory Issue
Distribution and Warehousing**BALTIMORE FIDELITY WAREHOUSE CO.**

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses

Rail and Water Facilities

Pool Car Distribution—Storage—Forwarding

Private Siding Western Maryland Railway

BALTIMORE, MD.

Thomas H. Viskery,
Pres.E. E. Bachmann,
Sec'y and Mgr.**BALTIMORE STORAGE CO., INC.**

N. W. Cor. Charles and 26th Sts.

MODERN FIREPROOF WAREHOUSE. EVERY FACILITY FOR
THE HANDLING OF YOUR SHIPMENTS.

Exclusive Agents Maryland and Vicinity for

AERO MAYFLOWER TRANSIT CO.

Vans Coast to Coast

Canada and Mexico

BALTIMORE, MD.

CAMDEN WAREHOUSES

Operating Terminal Warehouses on Tracks of

The Baltimore & Ohio Railroad Co.

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates

Consign Via Baltimore & Ohio Railroad

BALTIMORE, MD.

Main Office: 400 Key Highway Established 1898
Branch Offices: N. Y., Wash., Phila., Norfolk**DAVIDSON**

TRANSFER AND STORAGE CO.

Offering the most complete Moving, Hauling and Freight Service in Baltimore

Handling Distribution of Nationally Known Products for 36 Years

Fleet of Delivery Trucks Covering City and Vicinity Twice Daily

"U. S. Customs Bonded Drayman"

Member of N.F.W.A.—A.V.L.—Md.F.W.A.

has thrown himself into the spirit of the levity of the hour, or day, or something,

BALTIMORE, MD.

FIDELITY**STORAGE CO.**

2104-6-8 MARYLAND AVE.

*Your Clients Efficiently Served
All Collections Promptly Remitted***MOTOR FREIGHT SERVICE**

Household Goods Pool Car Distribution Merchandise

Maryland Furniture Warehousemen's Association

National Furniture Warehousemen's Association

Baltimore's Modern Fireproof Warehouse

MARTIN J. REILLY, PRES.

A. BERNARD HEINE, VICE-PRES.

Agent for Allied Van Lines, Inc.

BALTIMORE, MD.

McCORMICK**WAREHOUSE
COMPANY**LIGHT AND BARRY
STREETS

BALTIMORE, MD.

Concrete sprinklered warehouse centrally located. Private siding handling CL shipments via B&O, WM R.R. and PENN R.R. Low storage and insurance rates. Negotiable receipts issued. Pool car distribution. Motor truck service. Baltimore Port rates on CL via M & M T Co., from New England.

BALTIMORE, M D.

First Class Facilities for First Class Service

RUKERT TERMINALS CORPORATION

1409-17 THAMES STREET

BALTIMORE, MARYLAND

8 MAJOR SERVICES CO-ORDINATED—Stevedoring . . . Cargo superintendence . . . Weighing and sampling . . . Custom house brokerage . . . Forwarding . . . Warehousing . . . Poolcar distribution . . . Financing.

BALTIMORE, MD.

* AN ASSOCIATED

Terminal Warehouse Co.

Operating four Modern Warehouses on tracks of Pennsylvania Railroad Company.

Trucking **Storage**
Pool Car Distribution
Financing **Bonded Space**

Founded
1893Resources
\$750,000W
A
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BOSTON, MASS.

BANKERS**WAREHOUSE COMPANY**

General Offices: 24-32 Farnsworth Street

GENERAL MERCHANDISE

Free and Bonded Storage
N. Y., N. H. & H. Private SidingPool Car Distribution
Member Mass. W. A.

BOSTON, MASS.

SHIPPING TO BOSTON?

Use our complete facilities for the expert handling of household goods.

Modern equipment for lift vans and containers.

T. G. BUCKLEY COMPANY 690 DUDLEY ST., BOSTON

ESTABLISHED 1880—FIFTY-SEVENTH YEAR.

Members—N.F.W.A.,—Mass. F. W. A.,—A.V.L.,—Can. W. A.

BOSTON, MASS.

CLARK-REID Co., INC.

GEO. E. MARTIN, President

GREATER BOSTON SERVICE

HOUSEHOLD GOODS STORAGE—PACKING—SHIPPING

OFFICES { 380 Green St., Cambridge
83 Charles St., Boston

Mass. F.W.A. Conn. W.A. N.F.W.A. A.V.L.

BOSTON, MASS.

CONGRESS STORES, INC.

38 STILLINGS ST.

PERSONAL
SERVICEGENERAL
MERCHANDISE STORAGECENTRAL
LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

Protected By
A.D.T. ServiceMember
Mass. Warehousemen's Assn.

BOSTON, MASS.

Established 1896

PACKING MOVING

D.W. DUNN CO.

STORING SHIPPING

COMPLETE WAREHOUSING FACILITIES
CONTAINER SERVICE

48 Bromfield St. Member Mass. W.A. May. W.A. 3175 Washington St

BOSTON, MASS.

FEDERAL WAREHOUSE, INC.

34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R. General Merchandise. Storage and distribution. Negotiable and Non-negotiable warehouse receipts. Space reserved for merchandise requiring non-freezing temperature.

Pool Car Shipments — Auto Truck Service

William F. Heavey, President and General Manager

Member American Warehousemen's Assoc.

BOSTON, MASS.

Hoosac Storage and Warehouse Company

Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.

Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

and who requested that his ad in this issue be inserted up-side-down. Perhaps he,

BOSTON, MASS.

CHARLES RIVER STORES 131 Beverly Street
Boston and Maine R. R.
ALBANY TERMINAL STORES 137 Kneeland Street
Boston and Albany R. R.
FRANCIS FITZ WAREHOUSE, 30 Pittsburgh Street, N. Y., N. H. and H. R. R.

DIVISIONS OF
FITZ WAREHOUSE
AND

DISTRIBUTING CO.
GENERAL MERCHANDISE STORAGE
Free and Bonded Space Pool Car Service
Successors to

FRANCIS FITZ CO. AND THE GENERAL
STORAGE DIVISION OF QUINCY MARKET
COLD STORAGE AND WAREHOUSE CO.

Rail and Motor Truck Deliveries to All Points in New England

Represented by **ALLIED DISTRIBUTION INC.** CHICAGO
11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE. MON. 5531

BOSTON, MASS.

WIGGIN TERMINALS, Inc.

50 Terminal St. Boston (29) Mass.

STORAGE

B. & M. R.R.
Mystic Wharf,
Boston

N. Y., N. H. & H. R.R.
E. Street Stores
South Boston

BOSTON, MASS.

Established 1830

D. S. WOODBERRY CO.

P. O. Box 57, North Postal Station, Boston

FORWARDERS & STORAGE

Pool Car Distribution Specialists for New England
Boston & Maine R. R. Siding

BOSTON, MASS.

"FISKE WHARF SERVICE"—obtainable only at
FISKE WHARF STORES

MERCHANTS WAREHOUSE CO.

453 Commercial St. Boston Phone Cap. 7760

STORAGE
32 Separate Fireproof Stores.
140,000 sq. ft. Free and Bonded Space.

DISTRIBUTION
Pool Car Service, Forwarding,
Metropolitan Truck Delivery,
Office Space Available.

RESPONSIBILITY
Property Owned—No Encumbrance.
Private Siding, Union Freight R.R. Delivery
A.W.A. M.W.A.

American Chain of Warehouses, Inc.
250 Park Ave., N. Y. C. 53 W. Jackson Blvd., Chicago

FALL RIVER, MASS.

BOSTON, MASS.
NEW BEDFORD, MASS.
PROVIDENCE, R. I.
NEWPORT, R. I.

Direct R. R. Siding N. Y., N. H.
& H. R. R.

Keogh Storage Co.

Gen. Offices: Fall River, Mass.
Gen. Merchandise Storage
and Pool Car Distribution
Local and Long Distance Trucking

FALL RIVER, MASS.

NEW BEDFORD, MASS.
WATUPPA, MASS.

Mackenzie & Winslow, Inc.

78 Fourth St.

General Merchandise

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

Port of New York Group Honors Duryea



THE third annual beefsteak dinner of the Warehousemen's Association of the Port of New York took the form of a testimonial dinner in honor of Stephen C. Duryea, who on March 31 had retired as New York's Federal Superintendent of Bonded Warehouses after a half-century in Government service.

Attended by nearly 200 warehousemen and guests, the affair was held in the rathskeller of the Woolworth Building on April 6. Elwin W. Ford, president of the association, presented Mr. Duryea with a bag of paper money. Charles Milbauer was toastmaster, and the speakers included Warren T. Justice, Philadelphia,

general vice-president of the American Warehousemen's Association; Harry M. Durning, Collector of the Port; Gregory M. O'Keefe, Assistant Collector; and Frank Leahy, Deputy Collector.

Mr. Duryea, hale and hearty at the age of 70, was born in Brooklyn and became a Custom House clerk in 1887. In 1912 he succeeded his father as Superintendent of Bonded Warehouses, becoming supervisor over bonded storage plants holding billions of dollars' worth of goods brought from abroad during the quarter-century since.

too, has "Gone With the Wind," but it is more logical to believe that he is trying to

NEW BEDFORD, MASS.

600,000 Sq. Ft. FLOOR SPACE

MODERN BUILDINGS COMBINED
WITH A COMPLETE SERVICE FOR
THE STORAGE AND DISTRIBUTION
OF GENERAL MERCHANDISE.



STORAGE AND INDUSTRIAL SPACE
FOR RENT OR LEASE

Furniture Storage, Packing & Shipping



NEW BEDFORD STORAGE WAREHOUSE CO.
MAIN OFFICE — 152 FRONT STREET

PITTSFIELD, MASS.

T. ROBERTS & SONS, INC.
Local and Long Distance Furniture Moving

Fireproof Storage Warehouses
Household Goods Storage — Packing — Shipping
Merchandise Storage and Distribution
Pool Car Distribution

DIRECT R.R. SIDING B. & A. R.R. OR ANY R.R.

SPRINGFIELD, MASS.

**Atlantic States Warehouse
and Cold Storage
Corporation**

385 LIBERTY ST.

General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and
B. & M. R. R.

Member { A. W. A.
M. W. A.

Daily Trucking Service to
suburbs and towns within
a radius of fifty miles.

SPRINGFIELD, MASS.

E. G. Mooney, Pres. R. C. Reardon, Mgr.

Hartford Despatch and Warehouse Co.
214 Birnie Avenue



STORAGE AND DISTRIBUTION DAILY THROUGHOUT CON-
NECTICUT AND MASSACHUSETTS. PRIVATE SIDING.
SPECIAL FACILITIES FOR MOVING, PACKING AND SHIP-
PING OF HOUSEHOLD EFFECTS. WAREHOUSES AT
BRIDGEPORT, CONN., AND HARTFORD, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.



DETROIT, MICH.

Est. 1935 L. J. McMillan, Gen. Mgr.

COMMERCIAL WAREHOUSE, INC.
1965 PORTER ST. AT VERMONT

Located in the heart of Detroit's wholesale and jobbing
districts. Private siding 8 car capacity on the Mich. Cent. R. R.
U. S. Int. Revenue and Customs bonded pool car distribution.
Motor Freight Terminal, Storage and office space for lease.
Represented by Distribution Service, Inc.

**ATTENTION
WAREHOUSEMEN**

"It is interesting to note that the
number of public warehouses that are
going right ahead with their advertising
and promotion campaign are the ones
which will most certainly become more
firmly entrenched as a result of their efforts.
They know that advertising is a positive tool
they cannot afford to get along without."
John Simon

attract the attention of some of you fellows who have been holding out on him. Of

DETROIT, MICH.

**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing
district, within a half-mile of all freight terminals.
Modern buildings, lowest insurance rate in city.

Michigan Terminal Warehouse
Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered,
serving the west side of Detroit and the city of
Dearborn. Specializing in heavy and light package
merchandise and liquid commodities in bulk. Con-
nected directly with every railroad entering the city.

Central Detroit Warehouse Co.

Fort and Tenth Streets, Detroit, Mich.

New York, N. Y.—250 Park Avenue—Room 828
Chicago, Ill.—53 W. Jackson Blvd.—Room 1010

**Bush Terminal Reorganization Plan
Is Confirmed by Federal Court**

UNITED STATES JUDGE INCH in Brooklyn
signed on April 21 a decree confirming the plan
of reorganization of Bush Terminal Company and its
subsidiary Bush Terminals Buildings Company. The
Court set midnight of April 30 as the time for C. Wal-
ter Randall, trustee in reorganization, to turn the
property of the two corporations over to the officers.

The plan was submitted to the Court last Feb. 4
in a joint petition by Bush Terminal Company and
others constituting a protective committee for the pre-
ferred stockholders of Bush Terminal Buildings Com-
pany. Modifications of the original plan were sub-
mitted on March 26.

Pamphlet report of Bush Terminal Company trust-
tees of Bush Terminal Company shows, for 1936,
shows a profit of \$50,241 after reserve against ad-
vances, legal and other professional charges of \$104,214
in connection with reorganization proceedings, but
before Federal taxes.

Net profit for 1935 was \$87,625 after Federal in-
come taxes and other charges.

Mrs. Shattuck Reenters Business

Announcement is made by Rodney S. Sprigg, presi-
dent of Rodney S. Sprigg Company, Hollywood, Cal.,
that Mrs. Myda L. Shattuck has taken over manage-
ment of the major portion of the Sprigg firm's busi-
ness, which is household goods warehousing.

Some years ago Mrs. Shattuck was manager of
Hollywood Storage Company and subsequently was
identified with Manhattan Storage & Warehouse Co.,
New York City.

DETROIT, MICH.



Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

DETROIT, MICH.

JEFFERSON TERMINAL WAREHOUSE

Detroit 1900 E. Jefferson Ave. Michigan

MERCHANDISE WAREHOUSING and DISTRIBUTION

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

DETROIT, MICH.

LEONARD-DETROIT STORAGE CO.

Established 49 Years

STORAGE WAREHOUSES ALL OVER DETROIT



Local and Long Distance Removals
Foreign and Domestic Shipping

Main Office

2937 East Grand Boulevard

Telephone Trintly 2-8222

DETROIT, MICH.

Henry & Schram Storage & Trucking Company

"The Warehouse of Service"

Merchandise Storage—General Trucking
Car Load Distribution

Private Siding on

Wabash—Canadian Pacific—Pennsylvania
Pere Marquette Railways

Cartage Agents Wabash and Canadian Pacific Railways

"Your Interests Are Always Ours"

1941-63 W. Fort Street Detroit, Michigan

DETROIT, MICH.

HEWSON WAREHOUSE CO., INC.

803 Lawndale Ave.

GENERAL MERCHANDISE STORAGE

Let us solve your warehouse problems in this section—
Specialized Personal Service—We own and operate our own
fleet of motor trucks—Distribution.

DETROIT, MICH.

John F. Ivory Stge. Co., Inc.

MOVING—PACKING—SHIPPING
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

Completely
Servicing
**GREATER
DETROIT**
United States Warehouse Company
1448 WABASH AVE.

United States Cold Storage Corp.
Chicago -- Dallas -- Detroit -- Kansas City.

UNITED STATES
COLD STORAGE CORPORATION

CHICAGO DALLAS DETROIT KANSAS CITY

course, we can't ask you to give business to one advertiser in preference to another,

DETROIT, MICH.

*"Located Heart Jobbing District"***RIVERSIDE STORAGE & CARTAGE CO.**

Cass and Congress Sts., Detroit, Mich.
54 Years' Satisfactory Service
 HOUSEHOLD GOODS AND MERCHANDISE STORAGE
 MOVING — PACKING — SHIPPING
 PERSONAL SERVICE GUARANTEED
 Members A. W. A.—N. F. W. A.

DETROIT, MICH.

Members N. F. W. A.

Wolverine Storage Company, Inc.

11850 E. Jefferson Ave.

STORAGE AND MOVING, PACKING AND SHIPPING

Agent for Allied Van Lines, Inc.

FLINT, MICH.

CENTRAL WAREHOUSE CO.

WATER AND SMITH STS.

COMPLETE WAREHOUSING SERVICE

SPRINKLERED RISK — G. T. TRACKAGE

GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND
DISTRIBUTING SERVICE**COLUMBIAN STORAGE & TRANSFER Co.**

*Approximately 75% of All Commercial Storage
 in Grand Rapids Handled Thru Columbian*

Represented by
 NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
 11 WEST 42ND ST. PENN. 6-0068 1925 NEWBURY AVE. MON. 5531

LANSING, MICH.

*"Center of Michigan"***FIREPROOF STORAGE CO.**

H. H. HARDY, Manager

SERVICE—SAFETY—SATISFACTION—GUARANTEED
 MOVE—PACK—CRATE—TRANSFER
 FIREPROOF WAREHOUSE—PRIVATE SIDING
 Merchandise Storage—Pool Car Distribution
 Member of A. W. A.

LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in
 Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW
 440 No. Washington Ave.
 (Member of Allied Van Lines, Inc.)



SAGINAW, MICH.

BRANCH HOUSE SERVICE

... AT WAREHOUSE COST

● It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.

● Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.

● Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

CENTRAL-WAREHOUSE CO.

1840 No. Michigan Avenue
 SAGINAW, MICHIGAN

MANKATO, MINN.

BEN DEIKE

Transfer and Storage

We Guarantee Safety, Security and Satisfaction

General office, 402-404 Pike St.

Merchandise and Household Goods — Bonded Warehouse
 Long Distance Truck Service—Your Goods Insured in Transit

MINNEAPOLIS, MINN.

ANCHOR WAREHOUSE, Inc.
BONDED - FIREPROOF WAREHOUSE

Exceptional Facilities—Modern Offices
 Efficient Service, Free Switching from All Railroads
 Ideally located in the heart of the Wholesale
 and Shipping District
 Offering a complete Warehousing and Distribution Service
Inquiries Solicited

730-740-750

Washington Ave., North

MINNEAPOLIS, MINN.

KEDNEY
WAREHOUSE COMPANY
Complete Distribution Service

MINNEAPOLIS

617 Washington Ave., N.

Operating 200,000 square feet of modern, low insurance rate space. Protected by A.D.T. fire alarm system. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.

ST. PAUL

8th & Johns St.

Operating 150,000 square feet of modern reinforced concrete space, with sprinkler protection. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.



ST. PAUL, MINN.

MINNEAPOLIS, MINN.

The Northwestern**TERMINAL**PUBLIC BONDED WAREHOUSE
WITH COMPLETE FACILITIES

OPERATING OFFICE: 900 Stinson Boulevard, Minneapolis, Minn.
 Members, Minn. W.A.

MINNEAPOLIS, MINN.

MERCHANDISE STORAGE

For Distribution Throughout the Entire Northwest
 200,000 Square Feet—Free Switching—Centrally Located
 —Bonded—Fireproof—Milwaukee, Minneapolis, and St. Louis Trackage

100 trucks available for pick up and delivery service.

UNITED WAREHOUSES, INC.

708 South Third St.

Minneapolis, Minn.

but this little trick just serves as an illustration of what some advertisers do to at-

New York Dock Company's 1936 Loss Was Smaller Than Were Experienced in 1935; Tilly Notes a Revival in Warehousing

THE 1936 operations of New York Dock Company and its subsidiary New York Dock Trade Facilities Corporation resulted in a loss of \$96,922.35, after depreciation and fixed charges, as compared with a loss of \$113,819.62 in 1935. D. L. Tilly, president, informed the stockholders in his annual report on April 10. Various charges of a non-operating nature increased the 1936 loss to \$187,774.85, as compared with a 1935 loss of \$1,258,288.10, after charges.

That the loss for 1936 was smaller than in the previous year may be attributed in part to improvement in business conditions during the later months in 1936. Mr. Tilly told the stockholders:

"During the second half of 1936 the operation of the company's Brooklyn properties took a favorable turn. Income from manufacturing and rented buildings increased; rentals of piers and steamer berths showed improvement; storage warehouse business evidenced signs of revival; sales of supplemental services reached the highest point in the company's history and other revenues increased substantially. While the company's business is of a kind that recovers slowly from a prolonged business depression, there are numerous indications that if general business conditions continue to improve, the company's operations should soon show a favorable result."

Revenues from operation of the Brooklyn properties in 1936 totaled \$2,814,568.01. This includes \$872,133 from operation of piers and wharves, and \$372,464 from operation of storage warehouses. Net operating income, after city, State and Federal taxes, was \$663,740.46. Gross income, after depreciation, was \$774,372.07.

On Jan. 1, 1936, the earned surplus amounted to \$11,985.60. Deducting the 1936 loss, \$187,774.85, left the earned surplus balance on Dec. 31, 1936, at \$24,407.75.

Alluding to the recapitalization plan which the company announced on Feb. 15 and which was published in the March *D and W*, Mr. Tilly told the stockholders in his report:

"The company is confronted with a very serious problem, which is the maturing on April 1, 1938, of the last of the 5% serial gold notes issued in 1928. Of the original \$10,000,000 issued all have been retired (\$500,000 annually) with the exception of \$5,500,000 due April 1, 1938, and of these the company has itself acquired \$1,114,000, leaving \$4,386,000 owned publicly. Obviously the company will not on April 1, 1938, be in possession of funds to pay the outstanding notes; and has been found impossible under the circumstances to have a new issue underwritten."

"After careful consideration, your board of directors formulated a plan of recapitalization. The plan contemplates extension of the indebtedness through the exchange of outstanding notes maturing April 1, 1938, for an equal principal amount of new 5% notes due April 1, 1947, which, in addition to having the benefit of a \$250,000 annual sinking fund, would be convertible during their life into non-par stock of the company at the rate of 20 shares of \$5 non-cumulative preferred stock and 14 shares of common for each \$1,000 note. Noteholders have been requested to assent to the plan of recapitalization and to receive temporarily in exchange for their notes, certificates of deposit, the listing of which has been approved by the New York Stock Exchange."

A special meeting of stockholders which was to have been held on March 26 for consideration of proposals affecting the company's capital structure necessary to execute the plan of recapitalization was adjourned to

(Concluded on page 68)

ROCHESTER, MINN.

903 6th St., N. W.

Phone 5336

CAREY TRANSFER & STORAGE

Bonded Warehousemen
Complete Warehouse Facilities for Storage & Distribution
MERCHANDISE

Experienced Organization and Equipment for
MOVING, PACKING AND STORING
HOUSEHOLD GOODS

Modern Buildings. Private Siding COWEE Co.

MOTOR TRUCK SERVICE

Assoc. Minn. N.W.A.—Mayflower Warehousemen's Assn.

ST. PAUL, MINN.

CENTRAL

.... MEANS IN THE CENTER



Represented by
DISTRIBUTION
SERVICE, INC.

219 E. N. Water St.
CHICAGO
Phone: Superior 7180

100 Broad St.
NEW YORK CITY
Phone:
Bowling Green 9-0986

825 Third St.
SAN FRANCISCO
Phone: Sutter 3461



And Central Warehouse Company's name is most appropriate. Twelve minutes is the actual trucking time from our warehouses to the heart of each thriving city! An ideal location to serve both cities and the Northwest from ONE stock with utmost speed and economy.

An ideal location for your mid-western branch office... where you can enjoy complete facilities and service without investment. A.D.T. watchman supervision. Storage of all kinds. One building is devoted to cold storage exclusively.

Direct connections with all lines entering the Twin Cities. Extensive trackage and free switching. No drayage charges on rail shipments. No telephone tolls from either city. Pool cars distributed. Local truck delivery. Negotiable receipts. State bond \$50,000.00. \$2,000,000.00 investment.

CENTRAL WAREHOUSE COMPANY

739 Pillsbury Avenue

St. Paul, Minnesota

Phone: Nester 2851

ST. PAUL, MINN.

Agents for Allied Van Lines, Inc.

Special attention given household effects of your officials and employees moved from or to St. Paul.

HOUSEHOLD GOODS STORAGE MERCHANDISE STORAGE

Complete Branch House Service

FIDELITY STORAGE and CO.

Office 126 E. 4th St.

St. Paul, Minn.

JACKSON, MISS.



RICKS STORAGE CO.

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution

MERCHANDISE

Experienced Organization and Equipment for
MOVING PACKING AND STORING
HOUSEHOLD GOODS

Modern Buildings. Sprinklered. Private Siding ICRR Co.

Low Insurance Rate

MOTOR TRUCK SERVICE

VICKSBURG, MISS.

MAXIMUM SERVICE AT MINIMUM COST.

Z. B. SCHWARZ & COMPANY

THE WAREHOUSE WITH A BONDED REPUTATION
FOR QUALITY SERVICE

Centrally Located to Serve both Louisiana and Mississippi

MODERN, SPRINKLERED BUILDING. MOTOR FREIGHT DEPOT.
PRIVATE SIDINGS I.C.R.R.

Let us refer you to some of the Nationally Known Manufacturers whom we have served for a number of years. We have the answer to your tax problems, too.

tract attention. If their advertising copy is n't sufficiently informative for you Sales

JEFFERSON CITY, MO.

TRANSPORTATION
WAREHOUSING**Commerce Cartage Co.**

Central Missouri's Only Fireproof Warehouse
MOVING AND STORAGE HOUSEHOLD GOODS—LOCAL AND LONG DIS-
TANCE MOVING—WAREHOUSING AND DISTRIBUTION OF POOL CAR
SHIPMENTS—WE SERVE TERRITORY WITHIN 50-MILE RADIUS JEFFER-
SON CITY.

Member of N.F.W.A.—Mo.W.A.

JOPLIN, MO.

SUNFLOWER LINES, INC.

Successors to Tonnies Transfer & Storage Co.

1027-41 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

In Kansas City

**it's the A-B-C FIREPROOF
WAREHOUSE CO.**

Distribution Cars are so handled as to carefully safe-
guard your own interests and those of your customers.

Three Fireproof
Constructed Warehouses

Agents
Allied Van Lines, Inc.

KANSAS CITY, MO.

Merchandise Storage - Low
Insurance Rates - Pool Car
Distribution - Freight For-
warders and Distributors
via rail or daily motor ser-
vice to entire Southwest.

MEMBER OF
American Chain of Warehouses
American Warehousemen's
Association - Traffic Club
Chamber of Commerce

ADAMS
TRANSFER & STORAGE CO.
"Surrounded
by the
Wholesale
District"
UNION
TRUCK
TERMINALS
228-236
West Fourth St.

KANSAS CITY, MO.

50TH YEAR

CENTRAL STORAGE CO.

Efficient, Complete Merchandise Warehousing Service

Office—1422 ST. LOUIS AVE.

(West 10th Street)

In Center of Wholesale and Freight House District

KANSAS CITY, MO.

Financing

CROOKS TERMINAL WAREHOUSES

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES

BEST RAILROAD FACILITIES

IN THE HEART OF THE FREIGHT

HOUSE AND WHOLESALE DISTRICT

Operating
Brokers' Warehouse, Security Warehouse, Terminal
Warehouse

KANSAS CITY, MO.

Member—A.W.A.—N.F.W.A.

W. E. Murray Transfer & Storage Co.

Pool car distribution - Financing of Stocks
Modern Fireproof buildings on switch track
Shipments forwarded without drayage charge

Kansas City's most advantageous warehouse locations

Main Office: 2019 Grand Avenue See Listing for details

Agent, Allied Van Lines, Inc.

KANSAS CITY, MO.

Established 1903

THE ONLY WAY TRANSFER & WAREHOUSE CO.

1400-10 ST. LOUIS AVENUE

2 WAREHOUSES

Merchandise Storage Office Space
Cartage State Bonded
Pool Car Distribution Sprinklered—ADT Alarm
Track connections all railroads
In the heart of the Freight House and Wholesale District

KANSAS CITY, MO.

MEMBER: A.W.A.—MIDW.—K.C.W.A.

▼▼▼ **RADIAL** ▼▼▼
WAREHOUSE COMPANY

Every facility for efficient warehousing and
distribution of merchandise

Track and Truck connections to all points with
Free pickup and delivery service

KANSAS CITY, MO.

Established 1926

THE H. H. SMITH STORAGE CO.

1015-19 Mulberry St.

**Merchandise Storage—Drayage—
Pool Car Distribution**

Private sidings U.P. and C.B.&Q. Rys.

(Concluded from page 67)

April 27. The regular annual meeting of the stock-
holders was fixed for the forenoon of the same date, in
advance of the special meeting.

**Distribution Terminal
Had a Profitable 1936**

The 1936 net income of Distribution Terminal Ware-
house Co., Cleveland, was \$15,625, after taxes. The
firm's gross income was \$264,887. Of this sum, \$156,021
was income from storage and \$26,404 from the ice
business.

Current assets at the year-end totalled \$343,360, in-
cluding \$22,382 cash, compared with liabilities of
\$136,568.

Interest charges on the bonds were earned approxi-
mately 1.85 times and each share of company stock
earned 85 cents.

Each bond carries 10 shares of common with it,
under the reorganization effected in 1935, when bonded
indebtedness was cut from \$2,200,000 to \$440,000.

**Census Shows 40.6% of Merchandise
and Household Goods Companies Were
Doing "Sideline" Trucking in 1935**

(Concluded from page 35)

sample includes 49% of all establishments and 65.2%
of the average number of all employees.

The average wage for occupational groups ranged
from a low of \$21.62 for warehouse and platform
employees to \$65.39 for executives.

Kinds of warehousing and geographical location ap-
peared to have some influence on the average wage of
some groups. In the case of warehouse and platform
employees, the range in average weekly wage for full-
time employees was from \$18.71 for farm products to
\$25.19 for household goods. The low wage rate of
warehouse and platform employees in farm products
was reported to be due, at least in part, to the heavy
concentration of such warehouses in the South—
(James J. Butler.)

Beefsteak and Annual

The seventh annual meeting and beefsteak dinner of
the Upper New York Warehousemen's Association was
held on April 17 at McKinley Gardens in the Bronx,
New York City. About 200 members and guests at-
tended. The arrangements were under the management
of W. A. Santini of Dayton Storage Co., Inc.; Louis
Cella, of Globe Fireproof Storage Warehouse Co., Inc.;
Harold T. Dwyer, of Matt Dwyer Storage Warehouses,
Inc.; and August Santini, of Santini Bros., Inc.

and Traffic Managers, criticise it constructively, either to them or to us, and you will

KANSAS CITY, MO.



UNITED WAREHOUSE CO.
Merchandise Warehouses
at
TWO BIG MARKETS
WICHITA, KANSAS ← → KANSAS CITY, MO.

KANSAS CITY, MO.

**RIGHT IN THE MIDST OF BUSINESS—
EVERYTHING YOU NEED IN KANSAS CITY**
BUILDING—LOCATION—TRACKAGE—SERVICE—ORGANIZATION
Tracking Connections To All Points with FREE Pickup and Delivery.
WALNUT STORAGE
2020-26 WALNUT ST. KANSAS CITY, MO.
Represented by Associated Warehouses

ST. JOSEPH, MO.

BONDED AND FREE

TERMINAL WAREHOUSES, Inc.
MERCHANDISE AND COLD STORAGE
LOW INSURANCE
MONEY ADVANCED ON STAPLE COMMODITIES
SEE DIRECTORY PAGE 187

ST. LOUIS, MO.

**COLUMBIA
TERMINALS
COMPANY**
400 South Broadway

\$3,000,000.00
INVESTED . . . TO SERVE YOU

Merchandise storage with low insurance,
and guaranteed responsibility. Modern
Buildings. Large Fleet of up-to-date
trucks and trailers.

COMPETENT

• A one-word description of the
personnel of our thirty-two-year old
organization, which is operated on
the theory that its trained and experienced employees are its greatest asset,
despite a large investment in buildings and modern handling equipment.

S. N. LONG WAREHOUSE
ST. LOUIS, MO.

**USE
LONG SERVICE**
from shipper
to market

**COMPACT
COMPLETE
COMPETENT**

ST. LOUIS, MO.

**RUTGER STREET
WAREHOUSE, INC.**
MAIN & RUTGER STS.

200,000 Sq. Feet of Service
BONDED

Merchandise Storage and
Distribution.

Track Connections with All
Rail and River Lines.

No Cartage Expense on In
or Outbound L.C.L.
Shipments.

Low Insurance.

ST. LOUIS, MO.

Most modern warehouse set-up in St. Louis

Lowest Insurance Rates Twenty-five acres of space
Consolidated freight depot in our building, serving all 15
eastern, western, southwestern trunk lines.
Covered railroad docks, capacity 100 cars daily.
Spacious truck docks facing wide streets to speed up service
locally and beyond.
State and U. S. Customs bonded.
Twenty floors office space in connection.
Our prices comparable with other warehouses in this territory.
Storage available on lease or tariff basis.

ST. LOUIS MART INC.

Warehouse Division.

12th Blvd. at Spruce St. St. Louis, Mo.

in St. Louis—Use the

**ST. LOUIS
TERMINAL WAREHOUSE
COMPANY**

SERVICE THAT EXCELS

Largest INDUSTRIAL WAREHOUSE
ORGANIZATION IN ST. LOUIS

Six separate warehouses; strategically located to serve any industry conveniently and economically. All warehouses on track, with both carload and less-carload freight rates applying. Low insurance rates.

LIQUOR Storage U. S. Internal Revenue Bonded, U. S. Customs Bonded and Tax Paid facilities under the same roof

Member of
American Warehousemen's Assn., Mdco. Div.
St. Louis Merchandise Warehousemen's Assn.
Midwest Warehouse and Transferrers' Assn.
American Chain of Warehouses, Incorporated

New York Office
200 Park Avenue
Phone 3-1235

GENERAL OFFICES
508 Clark Street
St. Louis, Mo.

Chicago Office
53 W. Jackson
Harrison 1406

Our
Warehouses
protected by
AOT burglary
and fire protection.



SPRINGFIELD, MO.

Finkbiner Transfer & Storage Co.

Every facility for efficient warehousing and
distribution of merchandise

Track and Truck connections to all points with
Free pickup and delivery service

Members AWA

Low Insurance Rates

thereby serve yourself and the entire industry to better advantage. Prove that you are

HASTINGS, NEBR.



1876 1937
Borley Storage & Transfer Co., Inc.
 Pool Car Distribution
FIREPROOF BONDED
FREIGHT TRUCK CONNECTION TO ALL OF THE CENTRAL PART OF THE STATE

LINCOLN, NEBR.

100,000 Sq. Feet
 Lincoln, Nebraska
 301 N. 8th Street

35,000 Sq. Feet
 Grand Island, Nebraska
 311 W. 4th Street

SULLIVANS

1889 48 Years of Continuous Service 1937

Merchandise and Household Storage—Pool Car Distribution
 General Cartage—Trucking—Assembling

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our Rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

SULLIVANS

Transfer & Storage Co. Grand Island Storage Co.
 Lincoln, Nebr. Grand Island, Nebr.



LINCOLN, NEBR.

UNION TERMINAL WAREHOUSE

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

COMPLETE WAREHOUSING SERVICE

Represented by the American Chain of Warehouses,
 New York City and Chicago, Ill.
 Member of A. W. A.

OMAHA, NEB.

R. J. MAYER, PRESIDENT

CENTRAL STORAGE & VAN CO.

MAIN OFFICE, 1101-13 JACKSON ST.

COMPLETE WAREHOUSING SERVICE

FIREPROOF WAREHOUSE... TRUCKAGE... MOTOR TRUCKS

OMAHA, NEBR.

Member of N.F.W.A.—A.W.A.

FORD BROS

Van & Storage Co.

OMAHA, NEB.

GORDON

Storage
 Warehouse, Inc.

Merchandise and Household Goods

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

OMAHA, NEB.

Member: American Chain of Warehouses, Inc.

KNOWLES STORAGE CO.

901-911 Davenport St.

MERCHANDISE — HOUSEHOLD GOODS

Complete Warehousing and Distribution Service.

Fireproof Building... Trackage... Motor Trucks

OMAHA, NEBR.

Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

Merchandise Storage and Distribution — Pool cars solicited
 Private Siding — Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

SERVICE THAT SATISFIES IS OUR MOTTO

Members of the Mid-West Warehousemen's Ass'n, American Warehousemen's Ass'n

MANCHESTER, N. H.

Make Our Warehouse Your Branch Office for Complete Service in New Hampshire

NASHUA, N. H.

McLANE & TAYLOR

CONCORD, N. H.

Bonded Storage Warehouses
 Offices 624 Willow St.

General Merchandise Storage & Distribution, Household Goods, Storage, Cold Storage, Unexcelled Facilities.
 Pool Car Distribution

Direct R. R. Siding, Boston & Maine R. R.

EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

Lincoln Storage Warehouses

Bloomfield
 Caldwell
 Glen Ridge
 Irvington

Office, 75 Main Street

Maplewood

Montclair

—Serving—

Newark

All the Oranges

Summit

Agents for Aero Mayflower Transit Company.

EAST ORANGE, N. J.

Lowest Insurance Rate in New Jersey

JAMES P. WATSON

Fireproof

Storage

Warehouses

195-197 McKINLEY AVE.

Storage, Moving, Packing and Shipping of Fine Furniture
 General Merchandise, Storage and Distribution
 GEORGE L. BARBER, Mgr.

HACKENSACK, N. J.

RUTHERFORD, N. J.

GEO. B. HOLMAN & CO., Inc.

STORAGE

SHIPPING

PACKING

HOUSEHOLD GOODS

Most Modern Equipment in North Jersey
 Motor Vans for Local and Long Distance Moving
 Operating Holman Warehouses
 Members N. J. F. W. A. and N. F. W. A.
 Agent: Allied Van Lines, Inc.

HOBOKEN, N. J.

HOBOKEN DOCK CO.

General Offices: No. 1 Newark St.

General Merchandise Storage and Distribution
 Piers—Railroad Sidings—Factory Space
 Correspondence Invited

NEWARK, N. J.

STORAGE

DISTRIBUTION

ESSEX WAREHOUSE COMPANY

950-964 McCarter Highway, Newark, N. J.

Members—A.W.A.—N.J.M.W.A.

We are equipped to perform every service you require. Sprinklered building... Penn. R. R. siding... Private pier. Daily over-night truck deliveries within 100 miles.

a true sport, you Texans, too, by looking for that ad, and when you find it, remem-

N. F. W. A. TO MEET AT MACKINAC JULY 11-16

IT is "back to Mackinac" for the National Furniture Warehousemen's Association.

Announcement is made by Ralph J. Wood, Chicago, secretary, that the National will hold a summer meeting in the Grand Hotel on Mackinac Island on July 11-16.

It was in the Grand that this national trade group was organized about seventeen years ago, and in subsequent years a number of annual and semi-annual conventions were staged there.

It has been six years since the National's members last assembled at Mackinac.

Washington State Warehouse Law Is Amended to Include Docks and Water Terminals; Storage Men Will Benefit

THE Washington State law regulating public warehousing has been so amended by the State's Legislature that, effective this coming June 30, warehousing will be benefited by elimination of certain types of competition which, in storage operators' opinion, has been unfair in the past.

The important points of the new legislation are that first it specifically defines the terms "dock" and "wharf"; second, insofar as warehousing is concerned it fixes the definition of goods in transit; and third, it definitely includes the Port of Seattle as being within the provisions of the law.

"The results," according to a spokesman for the Washington warehousemen, "are going to be that in the future if merchandise not in transit is stored on any dock, wharf or water terminals the latter will have to charge the same rate and be governed by the same rules and regulations as are the public warehouses."

"The fees establishing rates for the various localities, policing and general supervision of the industry are provided for in the original bill. The Department of Public Works is going to establish a rate—not a minimum rate, but a rate for Seattle and Tacoma and other cities throughout the State. They may or may not be the same rate in all cities, but when established everyone, whether he operates a public warehouse, dock or water terminal, will have to charge that rate."

It was on July 1, 1933, that Washington warehousemen went under the State Department of Public Works. That was an opportune time, the warehouse operators believed, as NRA codes were just coming into effect. As a matter of fact, the codes received all the credit for the raises in rates and the rules and regulations published in warehousemen's tariffs which were filed with the Department, and shippers did not complain.

But when, in the spring of 1935, the NRA codes were no longer effective, letters from thousands of traffic managers began flooding the Washington warehouseman; the shippers suggested that rates be reduced—in view of the collapse of NRA and its codes. As explained by the spokesman:

"We were able to combat these letters by telling the shippers that the codes had nothing to do with the raise in our rates—that we were under State law and that our rates were published and could not be changed."

"The law under which we are now operating has been disappointing in many ways but no doubt has been very helpful to the warehousemen, especially in the larger cities; and while there may have been some practices not according to the wording of our tariff,

(Concluded on page 72)

ber that it was ordered that way and that our make-up man, George Post, wasn't suf-

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MEMBER: N.J.F.W.A. and N.F.W.A.

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MOVING!

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18 Grove St.

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80 Day St.



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For the past ten months new warehouse advertisers have appeared in each succeeding issue of D and W—Don't depend on the Annual Warehouse Directory issue alone.

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Complete Storage and Distribution Service

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200 E. Central Ave.Two Modern Brick Warehouses for the Storage and Distribution of Merchandise and Household Goods
Distribution of Pool Cars. Transfer of Household Goods
Members of AWAM—SWA

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Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

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Telephone 3-4101

General Merchandise—Cooler and sharp freezer Cold Storage; also U. S. Custom Bonded space available. Office and storage space for lease. Fireproof construction with very low insurance rate. Storage in Transit privileges. All classes of modern warehouse and distribution service rendered.

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POOL CAR DISTRIBUTION OF MERCHANDISE
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Collections promptly remitted

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In the center of Binghamton's wholesale district. D. L. & W. siding.
Sprinklered Building. Low Insurance Rate. All Commodities. Ideal branch office facilities.

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Established 1920Fireproof Warehouse 50,000 Sq. Ft.
Moving—Packing—Shipping

Consign C.L. and L.C.L. Shipments via N.Y.C.R.R.

Member of N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.
Agent for Allied Van Lines, Inc.

(Concluded from page 71)

on the whole I believe it has been very well lived up to. The Department has been friendly with us but has not had the money to police the bill.

"During the code days the only complaint heard from Seattle, Tacoma and Portland was the competition by docks and wharves, including some municipally operated. That competition was terrible. In order to secure movement of freight over their various steamship lines, they went out of their way and offered every inducement to the shipper, in the way of free storage, etc. As a result, thousands of tons of merchandise was stored on docks at little or no compensation—business which rightfully belonged to the warehousemen.

"Realizing that this condition must be corrected if the public warehousemen were to survive, the warehousemen early last summer began to organize and prepare the groundwork for enacting an amended law to their warehouse bill. This amendment has been successfully carried out in our Legislature this winter."

New Building for California Co.

Announcement is made by W. E. Fessenden, owner of California Warehouse Co., Los Angeles, that the firm will remove on July 1 to its new building at 1248 Wholesale Street.

"Located on the Santa Fe Railroad tracks, with the Southern Pacific team tracks adjacent to the building," says the announcement, "there is every facility available for quick loading and unloading of cars. On the receiving side there is a six-car spot, and the delivery platform can accommodate fifteen trucks at a time. Our great advantage is that Wholesale Street is a private street, which relieves us of any congestion of vehicles, and we will also be located in the heart of the wholesale district.

fering from the D. T.'s when he dummied it. And now, just a word to the rest of our

BROOKLYN, N. Y.

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BOWNE-MORTON'S STORES, INC.611 SMITH ST. (on Gowanus Canal) Tel. CUMBERLAND 6-4680
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**EAGLE WAREHOUSE
AND STORAGE COMPANY**

28 Fulton Street

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We specialize in shipments from correspondents, collections handled.
Our strictly fireproof building is ideally equipped for storage of household goods and valuables.

We pack goods for shipment, and have a fleet of vans for prompt deliveries.

Agents for Allied Van Lines, Inc.

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Within the Lighterage Limits of New York Harbor

GREENPOINT TERMINAL CORPORATION**FREE AND BONDED WAREHOUSES
STEAMSHIP PIERS**

Fronting on East River, Foot of Greenpoint Ave., Milton, Noble and Oak Sts. Lowest storage, cartage, labor, lighterage and wharfage. Rates quoted on request.

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**Peter F. Keilly's****Fireproof Warehouses**

491-501 Bergen St.

"First Moving Vans in America"

Modern Depository for the Storage of Household Goods

BROOKLYN, N. Y.

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Inc.**

Established 1875

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**Packing, Shipping, Moving and
Storage of Household Goods**

N. Y. F. W. A.—N. F. W. A.

BUFFALO, N. Y.

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1661-1669 Main St.

OUR WAREHOUSES ALL FIREPROOF

Household Goods—General Merchandise—Regular Trips—

Buffalo and New York City

Members B.W.A.—N.F.W.A.

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For Shippers and Distributors**

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The KEYSTONE WAREHOUSE CO.

Seneca, Hamburg and Alabama Sts., Buffalo, New York

BUFFALO, N. Y.

Knowlton Warehouse Co.

50 Mississippi Street, Buffalo, N. Y.

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MERCHANDISE STORAGE
PRIVATE SIDING**

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Let us care for your needs in Buffalo

Larkin Terminal Warehouse

Buffalo, N. Y.

Specializes in handling pool cars. No cartage on railroad shipments.

Lowest insurance rates

Stores auto and general merchandise

Government Bonded Warehouse

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TERMINALS**

... HAVE SOMETHING IN STORE for you ...

LOCATED IN NIAGARA FRONTIER FOOD TERMINAL

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WAREHOUSES**

Offices, 163 Georgia Street

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\$10 or \$1,000

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Cargo-Handling
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STORAGE WAREHOUSE and TRANSFER

On main line Lacka-Erie-Penna.-L.V.R. Rrs. Free Switching. WE ARE SPECIALISTS on Storage and Distribution of Pooled cars. Let us SERVE you and Prove it.

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KEW GARDENS L. I.
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FRED G. KELLEY INC.

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HOUSEHOLD GOODS : STORAGE
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2—WAREHOUSES—2

MERCHANDISE—HOUSEHOLD GOODS

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Moving, Packing, Storing and Shipping of Household Goods. 10 blocks from the World's Fair Corona Freight Station, serving Jackson Heights, Elmhurst, Corona, Whitestone, College Point, Bayside, Douglaston.

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Forest Hills Fireproof Storage

Austin St. and Herrick Ave.

Storage and Shipping of Household Goods Exclusively

Serving Forest Hills, Elmhurst, Kew Gardens, Richmond Hill, Jackson Heights.

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John Simon

side-down request was negative because it is not good publishing practice to permit

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Van Wyck Boulevard at Atlantic Ave.
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O'Brien's Fireproof Storage Warehouse, Inc.
Packers and Shippers of Fine Furniture
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Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White
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Warehousing—Distribution—Manufacturing Facilities
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SHIP-SIDE, RAIL-SIDE, MOTOR TRUCK

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Bowling Green Storage & Van Co.

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Storage and Delivery in
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Also Forwarding for European Shipments
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DAYTON STORAGE CO., Inc.

Operated by

Fireproof Warehouses

Modern Equipment

Lift Van Service



Centrally Located

Consign Shipments
To Us

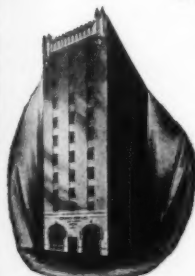
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Byrnes Brothers Warehouses, Inc.

ESTABLISHED 1870



Two centrally located modern fireproof warehouses, adjacent to all railroads, for prompt and economical handling of your shipments.

Sixty-six years of dependable service is your guarantee in selecting us as your New York representative.

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Member: N. Y. F. W. A.,
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Fireproof Storage Warehouses

Dunham & Reid Inc.

The storing, packing, moving and shipping of Household Goods and Art objects is attended to on a basis of quality. Dunham & Reid Service surrounds the shipper at all times with a greater margin of Safety and Security. Low insurance rates. Prompt remittances. Located in the heart of New York.

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New York City

Members of N. F. W. A., N. Y. F. W. A., V. O. A.

NEW YORK, N. Y.



Simplicity In Distribution In The Metropolitan Area

We say simplicity because our location—a midtown location with B. & O. sidings—the lowest insurance rate on Manhattan Island—a perfected distribution service—make ease and quickness of delivery possible.

Concrete building, supervised sprinkler system throughout. Inbound and outbound carload shipments handled via B. & O. R. R. without cartage or switching expense.

Team truck yard adjoining the building.

Shippers are cordially invited to inspect our plant and consult with us in their warehouse and distribution problems.

A. O. FEIDELSON, Inc.

SUCCESSOR TO B. & O. 26th ST. STORES

ROBERT E. BARRY, Gen. Mgr. Warehouse Division

General Offices—26th St. & 11th Ave.

NEW YORK CITY

Member of Warehousemen's Assoc. of the Port of New York
and American Warehousemen's Association

American and Niagara Merge in Buffalo

CONSOLIDATION of American Household Storage Co. and Niagara Storage Warehouse Co., two household goods warehousing firms in Buffalo, was announced on April 9 by Kneeland B. Wilkes, president of both firms. Merger was effected through purchase, by American, of Niagara's capital stock. The companies have a combined total of 1,500,000 cubic feet of space.

Niagara, established in 1888 and incorporated in 1891, was one of Buffalo's oldest storage firms. American, established in 1903, is a combination of the former Central Storage Co. and Washington Storage Co. American is a member of the National Furniture Warehousemen's Association, New York State Warehousemen's Association and Buffalo Furniture Warehousemen's Association, and Niagara held memberships in all three.

Several months ago Kneeland B. Wilkes succeeded his father, H. J. Wilkes, as American's president.

Promotion

B. M. Cox has been appointed manager of Central Warehouse, Salt Lake City. He was formerly warehouse foreman and has been with the company for twelve years.

such things. The few publishers who permit unorthodox treatment or placing of ads

INTERCONTINENTAL FORWARDING INC.

Foreign Freight Contractors

17 STATE STREET, NEW YORK, N. Y.

Free and bonded warehouses throughout Europe—railroad sidings and waterfront groupage bills of lading—pool car service.

Shipments to and from all parts of the world—collections made and promptly remitted.

Special service in Packing, Storage and Transportation of Household Furniture in vans—through bills of lading issued to interior points.

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SERVICE—EFFICIENCY—CLEANLINESS

L. & F. STORES, INC.

GENERAL STORAGE WAREHOUSES

15-17-19 WORTH ST.

Merchandise Distribution

LOUIS MAURO

Bonded Truckmen and Forwarders

Phone Walker 5-9252

NEW YORK, N. Y.

AN ASSOCIATED

LACKAWANNA

TERMINAL WAREHOUSES, INC.

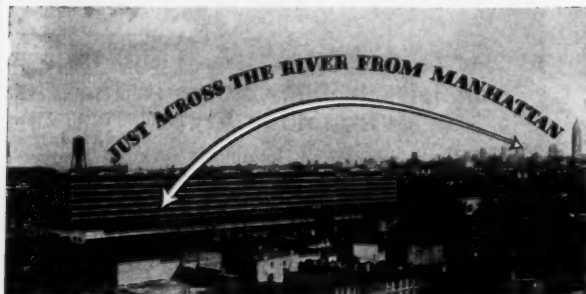
(Two blocks from Tunnel Plaza)

JERSEY CITY, N. J.

SUPERIOR DISTRIBUTION SERVICE

Stocks carried in this warehouse are within 24 hours of your customer located in any principal point between Washington, D. C. and Boston, Mass. Rail siding on D. L. & W. R. R. - L. C. L. Freight and Steamboat Station in same building. Local and Long Distance Motor Truck Service. Minimum Fire Insurance... No tax on General Storage commodities... Pool Cars Distributed U. S. Custom Bond

Write for circular and specific information



NEW YORK, N. Y.

The National Cold Storage Co., Inc.

OPERATING WAREHOUSES FOR STORAGE OF PERISHABLE FOOD PRODUCTS

BROOKLYN
66 Furman St.

Distribution Facilities

JERSEY CITY
176 Ninth St.

Storage in Transit

General Offices: 19 Hudson St., New York

FOR SALE

Storage Plant and Business

Established ten years

Storage

Moving

Rug-Cleaning

Exterminating

Used Furniture

In New England, in city of 70,000 population

Reason for selling: Sickness

Price on application

Address Box C-144, care of Distribution and Warehousing,
249 West 39th Street, New York City

Culbertson Becomes Vice-President of Eyres Organization in Seattle; Foster Managing Cincinnati Terminal

AS announced briefly in the April *D and W*, R. G. Culbertson, nationally known in the warehousing and distribution fields, has joined Eyres Transfer & Warehouse Co., Seattle, in an executive capacity after having resigned as managing director of Cincinnati Terminal Warehouses, Inc., Cincinnati.

As vice-president and manager of the Eyres organization, Mr. Culbertson is in complete charge of the warehousing operations, and he plans to install at once



R. G.
Culbertson

new methods and equipment for handling this part of the work. E. L. Dempsey, president of Eyres for the past fifteen months, will continue to devote much of his time to the transfer end of the business. The Eyres firm experienced one of its best years in 1936 and anticipates 1937 will be even better.

Meanwhile F. Glen Sherman has joined the Eyres company as field manager. For the past six years he was general manager of Acme Fast Freight, Inc., Atlas Freight, Inc., and Southwestern Carloading Co.

Mr. Culbertson has had a broad and varied experience.
(Concluded on page 79)

make an extra charge for the service because it falls in the category of 'special posi-

NEW YORK, N. Y.

Offering a Superior Service at a Reasonable Price

Fireproof Vaults
Electric Van Service
Cold Storage
Separate Vans
Safe Deposit Vaults

Maintaining a modern fireproof building; easily accessible; storing household goods of every kind in separate fireproof rooms, vaults or galleries which are constructed to properly care for goods of value.

Special vaults for silverware and valuables; also vaults of arctic chill for storage of furs, tapestries, rugs, clothing or any other article of value that requires safeguarding from moth ravages.

Special van equipment for transporting goods to and from warehouse and home or out-of-town. Also house-to-house moving.

Fumigating tanks to destroy moth or insects in furniture, rugs or bedding.

Special vans for shipments of household goods to all parts of the world.

Dead storage for automobiles. Batteries are cared for on premises.

Our experience of 50 years guarantees satisfactory performance.



Lincoln Warehouse Corporation 1187 to 1201 Third Ave., at 69th and 70th Sts.

Alexander Gaw, Vice-President and General Manager
Horace Roberts, Superintendent of Warehouses

NEW YORK, N. Y.

Storage, Distribution and Freight Forwarding
from an Ultra-Modern Free and Bonded
Warehouse.

IDEALLY LOCATED
IN THE VERY CENTER OF NEW YORK CITY
Adjacent to All Piers, Jobbing Centers
and The Holland Tunnel

Unusual facilities and unlimited experience in forwarding
and transportation. Motor truck service furnished
when required, both local and long distance. Lehigh
Valley R.R. siding—12 car capacity—in the building.
Prompt handling—domestic or foreign shipments.

MIDTOWN WAREHOUSE, INC.

Starrett Lehigh Bldg.
601 West 26th St., N. Y. C.

NEW YORK, N. Y.

NEW YORK DOCK CO.

Executive Offices—41 WHITEHALL ST., NEW YORK, N. Y.

STORAGE—PIERS—WHARVES
MANUFACTURING SPACE
RAILROAD CONNECTIONS

Licensed by Cocoa, Cotton, Coffee and Sugar,
Metal and Rubber Exchanges

Member: A.W.A.—W.A.P.N.Y.—N.Y.S.W.A.—N.Y.W.W.T.

NEW YORK, N. Y.

MR. WAREHOUSEMAN:

Do you know

PerkinService

See the January issue of this publication.

NEW YORK, N. Y.

PORT WAREHOUSES, INC.

FREE AND U. S. BONDED WAREHOUSES

GEN. OFFICES 41-47 VESTRY ST.

Merchandise Storage and Distribution

FOOD SPECIALISTS AND FUMIGATION

FREE WAREHOUSE 41-47 VESTRY ST. BONDED 54-58 LAIGHT ST.

NEW YORK, N. Y.



SANTINI BROS., INC.

Serving Greater New York and All Points in Westchester
County

MOVERS—PACKERS—SHIPPERS

General Offices: 1405-11 Jerome Ave.—Tel.: JEROME 6-6000

Four Fireproof Warehouses

3,000,000 CUBIC FEET—POOL CAR DISTRIBUTION

NEW YORK, N. Y.

Seaboard Storage Corporation

New York Office: 99 Wall St.

Distribution in the Metropolitan Area.

Steamship facilities — Railroad connections — Motor

truck distribution — One Responsibility.

Port Newark Terminal

Brooklyn Terminal

Foot of Doremus Ave.

Foot of Smith St.

SHEPARD WAREHOUSES INC.



130,000 Square Feet
Fireproof

*Distribution
Specialists*

667 WASHINGTON
STREET
NEW YORK

Daily
Truck
Deliveries to

MANHATTAN
BRONX
WESTCHESTER
BROOKLYN
QUEENS
LONG ISLAND
STATEN ISLAND
NEW JERSEY

NOT only a large and well located warehouse,
but also a modern cartage and express
organization making daily pick-ups and de-
liveries in the city and outside to a 25-mile
radius. Established trucking connections to
points beyond. Single packages.

Place both your storage and distribution re-
sponsibilities on ONE management. You make
the sale—let us do the rest. Experience—
Equipment—Reliability—Financial Respon-
sibility.

POOL CAR DISTRIBUTORS

Pick-ups and deliveries at all rail and ship terminals. Our office now handles paper work on
over six hundred daily storage and delivery items easily and efficiently. Receipts—C.O.D.'s
—Inventories—Reports—Etc.

SHEPARD WAREHOUSES, Inc.

NEW YORK

AN OLD ESTABLISHED BUT PROGRESSIVE INSTITUTION

NEW YORK, N. Y.

State Warehouse Co., Inc.

GENERAL OFFICES 541-545 W. 34th ST.

General Merchandise Storage and Distribution

in the Center of the Metropolitan Area

Fireproof Buildings—Low Insurance Rate—Immediately

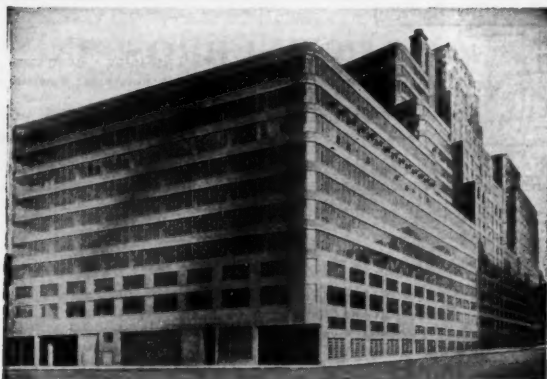
Adjacent to New York Central R. R.—Penna. R. R. —

Lehigh Valley

Members N.Y.S.W.A.—P.N.Y.A.

tions' space. So don't get the idea that we are 'playing favorites.' We have never

STARRETT LEHIGH BUILDING



Look Before You Locate

Starrett Lehigh Building, bounded by West 26th and West 27th Streets and 11th and 13th Avenues, New York City, affords an excellent location for manufacturing and distribution.

IT HAS —

- Lehigh Valley Railroad freight terminal on street level. Freight elevators direct to platform in rail yard.
- Truck elevators to all floors with convenient truck pits, offering street floor facilities throughout the building.
- Floor areas, 52,000 to 124,000 sq. ft. Smaller units may be leased.
- Low insurance rates.
- Live steam for manufacturing purposes.
- Fast passenger elevators.
- Restaurant and barber shop.

INVESTIGATE THE ADVANTAGES OF THIS BUILDING

You will find it easily adaptable as your Eastern manufacturing and distributing plant, sales and display offices. It is situated on wide thoroughfares in the center of Manhattan.

Nationally-known concerns, already occupants of the building, have been able materially to lower their New York operating costs and at the same time increase their efficiency. You, too, can save here.

Starrett Lehigh Building

D. R. CROTSLEY, Manager, 601 West 26th Street
Telephone: Chickering 4-5520

NEW YORK CITY, N. Y.

DISTRIBUTION ...

General and Cold Storage. Sprinklered Building. Direct track connections N.Y.C., Erie, L.V.R.R. No cartage costs on reshipments. Same day delivery within 50-mile zone.

Terminal Warehouse Company
27th and 28th Streets 11th to 13th Avenue



NEW YORK, N. Y.

Weissberger Moving & Storage Co., Inc.

General Offices: 214-224 East 22nd St.

With fireproof warehouses located in mid-Manhattan, we are skilled in every phase of handling, packing and shipping Household Goods.

Pool Cars of Furniture and Merchandise Distributed

ROCHESTER, N. Y.

George M. Clancy Carting Co., Inc.

Storage Warehouse
55-55 Railroad Street
General Merchandise Storage . Distribution
Household Goods Storage . Shipping
Pool Cars Distributed and Reshipped
Direct R. R. Siding N. Y. Central
in the Center of Rochester

ROCHESTER, N. Y.

Member of N.F.W.A.—A.W.A.

IN ROCHESTER, NEW YORK

"Let us give your customers the same competent and personal service that you yourself give them."

B. G. COSTICH & SONS, INC.
271 Hayward Ave. Rochester, N. Y.

ROCHESTER, N. Y.

Established 1893

Storage of Automobiles and General Merchandise
N. Y. C. R. R. 10 Car Capacity, Private Siding
Pool Car Distribution Motor Service
Heated Throughout Sprinklered Low Insurance Rate

MONROE WAREHOUSE COMPANY, Inc.
Offices: 1044 University Ave.
Member of A. W. A.

ROCHESTER, N. Y.

ROCHESTER STORAGE WAREHOUSES, Inc.

26 N. Washington St.
MERCHANDISE STORAGE . DISTRIBUTION AND
FORWARDING . STORE DOOR DELIVERY

SCHENECTADY, N. Y.



Schenectady Storage and Trucking McCormack Highway Transportation

Offices: 160 Erie Blvd.
General Merchandise Storage and Distribution
Pool Car Distribution Household Goods
Storage and Moving Long Distance Trucking

SYRACUSE, N. Y.

Fireproof Throughout

Flagg Storage Warehouse Co.

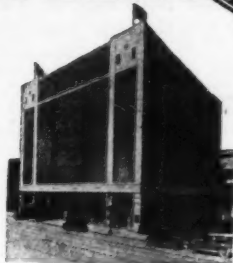
SYRACUSE, N. Y.
Protected by Automatic Sprinkler
Consign your Household Goods Shipments in our care
MOVING — STORAGE — PACKING — SHIPPING
Mdse. Storage Pool Cars Handled
Private Siding

done so and never will but we will cooperate with you to the limit. Keep your ad-

SYRACUSE, N. Y.

THE KEY WAREHOUSE
IN THE HUB OF
NEW YORK STATE

There's more profit for you in this important market if you use our low-cost modern warehousing and distributing facilities. Motor-freight, daily store-door delivery over large areas. Write for details.
Member AWA, ACW, MayWA



Great Northern Warehouses, Inc.
348-360 W. Fayette St., Syracuse, N. Y.

UTICA, N. Y.

BROAD STREET WAREHOUSE, INC.

Complete Warehousing Service
General Merchandise — Cold Storage
Heated Storage
Private Siding and Motor Freight Terminal
Daily Trucking Service to all Points in New York State

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.
of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 38 years. Every modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

SYRACUSE, N. Y.

DISTRIBUTION **KING** STORAGE
SINCE 1897



MERCHANDISE

HOUSEHOLD
GOODS

MOTOR FRT.
STORE DOOR
DELIVERY

MEMBERS
A.W.A. N.F.W.A.
AGT. A.V.L.

Represented by
Distribution Service, Inc.—New York—Chicago—San Francisco

UTICA, N. Y.

Largest Fireproof Warehouse in Utica, N. Y.

Household Goods and General Merchandise
Pool Car Shipments Long Distance Van Service
Complete Branch Office Facilities

MURRAY WAREHOUSE CO., Inc.

General Offices: 106 WHITESBORO ST.
Member of May.W.A.—A.C.W.—N.Y.S.W.A.—C.N.Y.W.C.

UTICA, N. Y.

Established 1916

Utica Warehouse Co., Inc.

Box 276 Utica, N. Y.
Unexcelled facilities for handling bulk shipments. Storage in transit on Cotton—Specializing in, Textiles, Alkalies, Denatured Alcohol. Warehouses on D. L. & W. and N. Y. C.—Private Sidings—Sprinklered throughout—Pool Car Distribution—Motor Service.

WHITE PLAINS, N. Y.

J. H. EVANS & SONS, INC.

Office & Warehouse: 253-257 Hamilton Ave.
Household Goods Moving, Storage, Packing, Shipping
Prompt service for any point in Westchester County
Member N.Y.F.W.A.—N.F.W.A.

YONKERS, N. Y.

McCann's Storage Warehouse Co.
3 MILL ST.

Fireproof Storage Warehouse

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

CHARLOTTE, N. C.

AMERICAN STORAGE & WAREHOUSE CO.
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 505 S. CEDAR ST.

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE RAILROAD SIDING.

ESTABLISHED 1908

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.
Household goods and merchandise.
Pool cars handled promptly. Motor Service.
Members A. W. A. and N. F. W. A.

(Concluded from page 76)

ence in the industry and has a wide acquaintance in the trade and among warehouse users. A past president of the American Chain of Warehouses, he is a member of the executive committee of the merchandise division of the American Warehousemen's Association and during NRA days was a regional member of the Merchandise Warehousing Trade's National Code Authority. He is a past president of the Cincinnati Warehousemen's Association; a founder and past president of the Cincinnati Transportation Club; a past secretary and director of the Ohio Warehousemen's Association; and is a member of the traffic clubs of Cincinnati, Chicago and New York.

At the Cincinnati Terminal, Harry Foster has been appointed acting general manager, succeeding Mr. Culbertson. For ten years Mr. Foster has been director of sales. In his new capacity he has taken over the complete operation of the Terminal, which has 750,000 square feet, including general, cold storage and U. S. Bonded space. He has broad personal acquaintance all over the United States among distillers, rectifiers, liquor dealers, apple and citrus fruit growers, peanut shellers, pecan and celery growers, and warehousemen. Mr. Foster will continue as sales manager as well as acting general manager. William Moellman will be his general superintendent.

Mr. Foster was formerly for twenty years with Baltimore & Ohio Warehouse Company, Cincinnati, as manager of the 6th and Baymiller warehouse.

Appointment

Paul S. Pandolfi has been appointed traffic manager of S. Gumpert Pure Food Products Co., Brooklyn.

vertising copy alive and informative. Read the new fillers in this issue. You, too,

CHARLOTTE, N. C.

**MERCHANDISE STORAGE**Pool Car Distributors
Private Sidings**UNION STORAGE & WAREHOUSE CO., INC.**
(BONDED)1000-1008 West Morehead St. 20 Private Offices
Private Branch Exchange Insurance Rate 25c
MEMBER OF A.W.A.—MAY.W.A.—ALLIED DIST., INC.

RALEIGH, N. C.

CAROLINA STORAGE & DISTRIBUTING COMPANY
MERCHANDISE STORAGE
POOL CAR DISTRIBUTION

Private Siding

Motor Freight Line

Members

A. W. A.

A. CHN. WHSES.

TARBORO, N. C.

EDGEcombe BONDED WAREHOUSE
TARBORO, N. C.Largest Sprinklered Warehouses in
Eastern North Carolina

Insurance rate 22 1/2 cents

Pool Car Shipments and Distribution Service—Trucking
Facilities

Located in the Most Prosperous Section of North Carolina

WILMINGTON, N. C.

Fireproof Warehouse

FARRAR TRANSFER & STORAGE WAREHOUSE

1121 South Front Street

Household Goods, Merchandise
Long Distance Moving

Pool Car Distribution

Member N. F. W. A.



FARGO, N. D.

Union Storage & Transfer Co. FARGO, N. D.
General Storage—Cold Storage—
Household Goods

Established 1908

Four warehouse units, total of 160,500 sq. ft. floor space—two sprinkler equipped and two fireproof construction. Low insurance rates. Spot stocks, pool car distribution, complete warehouse services. Ship in our care for prompt and good service.

Office: Ws. 805-16 Northern Pacific Avenue
AWA—ACW—MNWA—NFWA

GRAND FORKS, N. D.

85,800 sq. ft. Floor Space—Fireproof

KEDNEY WAREHOUSE CO.
GENERAL STORAGE—MOVING
HOUSEHOLD GOODS

POOL CAR DISTRIBUTION—MOTOR FREIGHT TERMINAL

AKRON, OHIO

American Storage & Transfer Co.
100 BEECH ST.

Merchandise Storage—Pool Car Distribution

Private Siding B.&O. Ry.—L.C.L. B.&O.—Penn. Ry.—
Erie Ry.

Member—Ohio Whsemen's Assoc.

AKRON, OHIO

Agent for Allied Van Lines, Inc.

The KNICKERBOCKER**WAREHOUSE & STORAGE CO.****36 CHERRY STREET**Household Goods and Merchandise
Fireproof Warehouse—Local and long
distance moving.

"Commercial Zone" Policy on Interstate Trucking

(Concluded from page 36)

points, regardless of whether it crosses a State line, shall be considered purely intrastate movement and shall be exempted from the law except with reference to safety standards:

New York City: The area within the corporate limits of the cities of New York, Yonkers, Mount Vernon, North Pelham, Pelham Manor, Great Neck Estates, Floral Park and Valley Stream, N. Y.; and Englewood, N. J.; the area within the borough limits of Alpine, Tena-fly, Englewood Cliffs, Leonia, Fort Lee, Edgewater, Cliffside Park, Fairview, Palisades Park, and Ridgefield Boroughs, Bergen County, N. J.; and that part of Hudson County, N. J., east of Newark Bay and the Hackensack River.

Chicago: The area within the corporate limits of Chicago, Evanston, Oak Park, Cicero, Berwyn, River Forest, Spring Forest, Worth, Homewood and Lansing, Ill.; the area within the township limits of Niles, Maine, Leyden, Norwood Park, Proviso, Lyons, Riverside, Stickney, Worth, Calumet, Bremen, and Thornton Townships, Cook County, Ill.; and the area within the corporate limits of Hammond, Whiting, East Chicago, and Gary, Ind.

Basic Policy

Outlining its basic policy in fixing commercial zone boundaries, the Commission stated:

"The commercial zone of a municipality and contiguous municipalities can not be found to include all of the territory coming within the commercial influence of the municipalities. Commercial zones may include only those areas which are 'commercially a part' of municipalities and contiguous municipalities and are adjacent thereto. By restricting the commercial zones to areas which are adjacent to municipalities and contiguous municipalities, it is presumed that Congress intended to restrict such zones to those areas in which transportation by motor vehicle is in the nature of an intra-terminal movement."—(James J. Butler.)

Greenville, Miss., to Have Warehouse

Greenville, Miss., is to have merchandise storage and distribution warehouse, according to C. D. Walcott, who, president of Walcott & Steele Co., has organized Public Storage & Forwarding Co. Associated with

him in the enterprise is Roger Generally, superintendent of the local Municipal Terminal.

Plans contemplate construction of a warehouse 100 by 250 feet.

sales and traffic men; some of these fillers are directed to you and in a few words they

AKRON, OHIO

Cotter-City View Storage Co.

Main Office: 70 CHERRY ST., AKRON, OHIO

150,000 SQ. FEET STORAGE SPACE

Fireproof, concrete buildings, modern facilities, convenient location, ideally suited for clean, careful storage of

HOUSEHOLD GOODS and MERCHANDISE

Distribution area: Akron, Barberton, Cuyahoga Falls. Special attention to pool cars. Low transfer rates.

LONG DISTANCE MOVING

Pool Cars and Spot Stock Accounts Solicited. Private Siding B. & O. R. R. Free switching all roads. Low insurance rate.

Members of N. F. W. A.—O. A. C. H.—O. W. A.



CANTON, OHIO

MEMBER: A.C.W. — May.W.A.
A.W.A.—O.F.A.A.—O.W.A.**CANTON STORAGE, Inc.**

FOURTH AND CHERRY N.E.

MEMBER

**merchandise, household goods cold storage**

U. S. Customs and Internal Revenue Bonded Warehouse No. 7

Pool cars distributed. Private sidings. Free switching on all roads. Separate fireproof warehouses for household goods. Modern equipment combined with speedy service.

New York City Representative:
MR. J. W. TERREFORTE
250 Park Avenue
Telephone: Plaza 2-1235Chicago Representative:
MR. W. H. EDDY
53 W. Jackson Blvd.
Telephone: Harrison 1486

CINCINNATI, OHIO

YOUR OWN BRANCH HOUSE
—WITHOUT THE OVERHEAD**Modern — Efficient — Responsible****EVERY DISTRIBUTION AND
WAREHOUSING SERVICE
KNOWN TO THE TRADE****CINCINNATI TERMINAL WAREHOUSES, INC.**

U. S. General Bonded Warehouse Number 1

Parkway 8070

Cincinnati, O.

CINCINNATI, OHIO

THE BALTIMORE AND OHIO WAREHOUSE CO.

Operating large modern warehouses for the storage of general merchandise at Second and Smith Sts. and at Sixth and Baymiller Sts.

Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Rice, etc., where a low temperature is maintained.

Special attention given to rehousing in L.C.L. lots the same day orders are received. Facilities for storage of Oils, Grease, Chemicals, and goods requiring cellar storage.

Low Insurance Rates. Sprinkler Systems.

Address:

Second and Smith Sts.

FRED W. BERRY,

Manager and Treasurer.

CONSIGN VIA BALTIMORE AND OHIO RAILROAD

CINCINNATI, OHIO

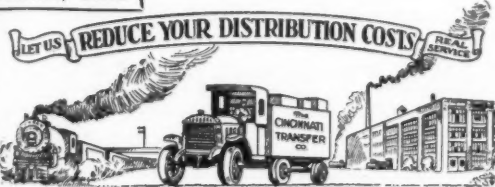
**The "A" Naish Moving and Storage Co.**

3211 Madison Road, Cincinnati, Ohio

Two Household Goods Warehouses of Fireproof Construction, 40,760 Sq. Ft. Consign Shipments to Oakley Sta. of B.&O. Distribution of Pool Cars. Transfers Household Goods. Cargo Insurance.

Member of May WA—OFWA—OACH—CinVOW

CINCINNATI, OHIO

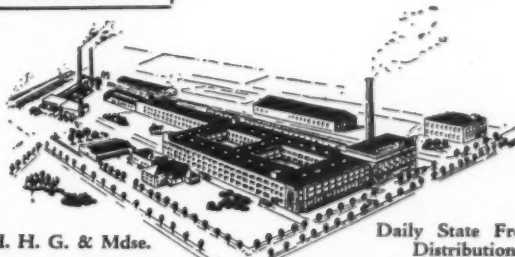
**CARLOAD, DISTRIBUTING, WAREHOUSING
LOCAL & SUBURBAN TRUCKING**

Diversified motor truck equipment contracted for to meet your requirements.

Merchandise haulers—Pool car distributors
Car Loading—Transferring**The CINCINNATI TRANSFER Co.**

Office and Warehouse, 739 W. 6th St.

CLEVELAND, OHIO



H. H. G. & Mdse.

Daily State Freight
Distribution**BRAMLEY STORAGE CO.**

A Storage House of Distinction

Railroad Siding, Low Insurance Rates, Sprinkler System
C.F.W.A. and Steam Heated O.W.A.

CINCINNATI, OHIO

**Consolidated Trucking, Inc.
Local and Long Distance Trucking
—Storage**

N. W. Corner Pearl and Plum

Merchandise Storage
Penn. R.R. SidingPool Cars
Inter-City Truck Depot

CLEVELAND, OHIO

BRITTEN TERMINAL Inc.UNITED STATES CUSTOM BONDED
Merchandise Storage & Distribution. Lowest Insurance Rates. Covered Rail & Truck Docks. Operate Own Truck Equipment. Pool Car Distribution.

2775 PITTSBURGH AV.

Telephone Prospect 2970



say volumes. John W. Terreforte, Eastern Beau Brummell of the American Chain of

CLEVELAND, OHIO



Distribution Terminal Warehouse Company

Central Viaduct and West 14th St.
Cleveland, Ohio

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continental-wide Connections

CLEVELAND, OHIO

RAIL SHIPMENTS

TO OR FROM CLEVELAND

Our private rail facilities enable us to give prompt handling of pool cars or lift van loads to any destination.

May we serve you?



Exclusive Agent:
Greater Cleveland
for Aero-Mayflower
Transit Co.

The **NEAL**
STORAGE COMPANY
CLEVELAND OHIO

CLEVELAND, OHIO

MERCHANDISE STORAGE

POOL-CAR DISTRIBUTION

HEATED LIQUOR STORAGE

CUSTOMS BONDED
WAREHOUSE

LEASE SPACE



A MODERN, FIRE-PROOF STRUCTURE WITH
ENCLOSED DOCKS, N.Y.C. SIDING WITHIN BUILDING

THE OTIS TERMINAL WAREHOUSE CO.

1300-38 W. NINTH ST. CLEVELAND, OHIO
U. S. GENERAL BONDED WAREHOUSE No. 4

CLEVELAND, OHIO

"A WAREHOUSE IS ONLY AS GOOD
AS ITS PERSONNEL"

To insure good service use

THE GREELEY-GENERAL WAREHOUSE CO.

LOCATED IN THE NEW YORK CENTRAL FREIGHT TERMINAL
AT BROADWAY AND E. 15th ST.

CLEVELAND, OHIO

LEDERER TERMINALS

... HAVE SOMETHING IN STORE for you ...
THREE GREAT WAREHOUSE LOCATIONS
GENERAL OFFICE, 1531 W. 25th ST.

CLEVELAND, OHIO

Facilities, Service and Security

Merchandise Storage and Distribution . . .
Fireproof Buildings . . . A.D.T. Service . . .
Low insurance rates . . . Convenient locations
. . . United States Custom Bonded . . . Fumi-
gation if desired . . . Pool car distribution.

RAILWAY WAREHOUSES INC.

3450 CROTON, S.E. CLEVELAND, OHIO

Represented by
NEW YORK **ELIOT DISTRIBUTION INC.** CHICAGO
18 WEST 42ND ST. PHIL. 6-0966 1525 NEWBERRY AVE. MOH.5331

CLEVELAND, OHIO

DIRECT FROM FREIGHT CARS



SHIPMENTS to Cleveland, consigned to
The Lincoln Storage Company over any
railroad entering the city, can be handled
from freight car direct to our loading platform.

Carload shipments to our private siding,
11201 Cedar Ave., on the N. Y. C. Belt
Line, connecting with all R.Rs. entering
Cleveland; L. C. L.-Penna. Euclid Ave. Sta.
adjoining Euclid Ave. warehouse; other
R.Rs. to Cleveland, Ohio.



LINCOLN STORAGE

W. B. Thomas, Vice-Pres.

5700 Euclid Ave. CLEVELAND 11201 Cedar Ave.

COLUMBUS, OHIO

Cover OHIO from Columbus

Modern warehouses and bonded storage facilities. A.D.T. Sys-
tem. Private double track siding. Receiving floor at car level.
Shipping floors at truck level. Free switching from all railroads.

Columbus Terminal Warehouse Company

55-85 Terminal Way Columbus, Ohio
Established in 1882

COLUMBUS, OHIO

Member of Ohio Warehousemen's Association

COLUMBUS WAREHOUSES, INC.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF
CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES
228 West Broad St., Columbus, Ohio

Warehouses, has been identified by some of the largest and best-known national and

COLUMBUS, OHIO

Consign Your Household Goods Shipments to
DAN EDWARDS at COLUMBUS
Packing—Shipping—Storage—Local and Long Distance Moving—Steel
and Concrete Warehouse—Private Siding



EDWARDS TRANSFER AND STORAGE CO.
426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehousemen's Assn.

DAYTON, OHIO

THOS. F. LARKIN
WAREHOUSE & CARTAGE COMPANY

925 East First Street

Whse. (MDSE) Steel; private siding on Erie R.R. Free switching
from all other lines. Dist. Mdse. Pool Cars. City delivery of
Mdse. Motor truck service.

MARION, OHIO

MERCHANTS TRANSFER & STORAGE CO.

180 East Mill St., Marion, Ohio

Strictly Fireproof warehouse for Merchandise and Household
Goods. Lease Space. Cold Storage, Private Siding into ware-
house. For complete service contact us.

Member: M.W.A.—O.F.W.A.—O.W.A.

MARION, OHIO

G. A. WRIGHT, Pres. & Mgr.

WRIGHT
TRANSFER & STORAGE CO.

EST. 1889

MERCHANDISE—HOUSEHOLD GOODS

Wright Service to Meet Your Requirements.

Member of N.F.W.A.—O.W.A.—A.V.L.—O.F.W.A.

COLUMBUS, OHIO

CHAS. F. COHAGAN, PRES.
IDEALLY LOCATED

COLUMBUS: — In the
Center of Ohio.
THE MERCHANDISE
WAREHOUSE CO.: —
In the Center of Co-
lumbus.

SERVICE: — That
means more business
for you at less ex-
pense.
Let us serve you at
Columbus.

PRIVATE SIDING ON
N. Y. CENT. RY.
U. S. Customs Bonded



The Merchandise Warehouse Co.
370 W. Broad St. Columbus, Ohio

MEMBER: A.W.A.—O.W.A.—A.C.W.

COLUMBUS, OHIO

**MERCHANDISE STORAGE
and DISTRIBUTION**

FIRE
PROOF



THE NEILSTON STORAGE CO.

L
O
W
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E

**Congressional Battle Is Forecast
on Proposal to Reorganize ICC**

(Washington Correspondence): Obscured by the cur-
rent wrangle over judiciary reforms, the Brownlow
report to reorganize Federal departments will eventu-
ally be considered and will develop a stiff fight on the
proposal to make the Interstate Commerce Commis-
sion subservient to the President. This has been as-
sured by Representative Carl E. Mapes, a ranking Re-
publican member of the Interstate and Foreign Com-
merce Committee, who forecasts a battle. Mr. Mapes
is particularly anxious to prevent weakening of ICC.
He explains:

"The regulatory commissions have all been created
by Congress and made its agents to assist it in the
performance of the duty imposed upon it by the Con-
stitution, 'to regulate commerce with foreign nations,
and among the several States'. In the aggregate
they cover a broad field and exercise tremendous power.
At the same time, it should be kept in mind they have
no power, can exercise none, except that which has
been expressly delegated to them by Congress.

"It is impossible to get the full import and implica-
tions of the Brownlow committee report without a
careful study of it; but, stated briefly, as far as its
proposal relating to these regulatory commissions is

(Concluded on page 84)

regional distributors. He will probably shoot us for publishing a few of the remarks

SPRINGFIELD, OHIO

MEMBER



WAGNERS SERVICE, INC.

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for
the storage and distribution of Household Goods and Mer-
chandise—Motor Freight Service—Door to door delivery at
Dayton, Springfield and Columbus daily.

Member of A. W. A.

TOLEDO, OHIO

**HERE IS REAL
WAREHOUSE SERVICE**



Every Known Modern Warehouse Facility

U. S. GENERAL BONDED WAREHOUSE NO. 6

U. S. CUSTOM BONDED

**GREAT LAKES
TERMINAL WAREHOUSE CO.**

321-359 MORRIS ST. TOLEDO, OHIO

Private Siding B.&O. and N.Y.C. R.R.'s
TOLEDO'S LARGEST—FINANCIALLY
RESPONSIBLE—WAREHOUSE

TOLEDO, OHIO

The RATHBUN CARTAGE CO.

2941-2951 MONROE STREET

"Rathbun" is fully equipped to efficiently handle your merchandise and household warehousing needs in Toledo. . . . Moving, packing, shipping, storing. . . . Riggers and machinery movers. . . . POOL CARS SOLICITED. . . . Local & Long Distance Moving.

Member O.F.W.A.—O.W.A.

TOLEDO, OHIO

"QUICK SHIPPERS"

TOLEDO TERMINAL WAREHOUSE, INC.

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribution . . . Fireproof . . . Private siding Nickel Plate Road . . . Free switching . . . Negotiable receipts . . . Transit storage arrangements . . . Motor truck service . . . Located in jobbing District . . . U. S. Customs Bonded.

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1887

1937

WHEN MOVING EMPLOYEES TO OR FROM
YOUNGSTOWN, OHIO
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THE WM. HERBERT & SON CO.
646 MARKET ST.

"Over 50 Years of Dependable Service"

OKLAHOMA CITY, OKLA.

Member A. W. A.—A. C. W.

Commercial Warehouse Co.

50,000 sq. ft. for Exclusive Merchandise Storage
Pool Car Distributors

Free Switching

14c. Insurance rate

OKLA. CITY, OKLA.

Established 1889

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General Warehousing and Distribution



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TRUCKS
& TEAMING

HOUSEHOLD
GOODS

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Member of A.W.A.—S.W.A.

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50,000 Sq. Ft.
Floor Space
Fireproof

(Concluded from page 83)

concerned, it recommends they be deprived of their independent status, placed in one or another department of the Government, and put under the control of and made responsible to, a member of the Cabinet, a political appointee, and, through him, to the President. After that has been done, the work of the commission is to be divided; the legislative, or quasi-legislative, part of it is to be separated from the judicial or quasi-judicial part and performed by a bureau or division, set up in the Department for that purpose, the members of the commissions proper to confine themselves in the future to the purely judicial part of the work now performed by them.

"This recommendation, if carried out, means a radical change in a long-established practice of the Government and involves a question of public policy of fundamental importance. It would change the very nature of the Interstate Commerce Commission; in fact it would destroy it as we have known it and as it has existed throughout the years."—(H. M. Manning.)

Traffic League Favors Independence for ICC

OPPOSITION to proposed legislation for Governmental reorganization, particularly as it affects the Interstate Commerce Commission, is voiced in the report of the National Industrial Traffic League's special committee to consider the President's report on "reorganization of the Executive Departments of the Federal Government." R. C. Fulbright is chairman of this committee, whose report has been sent to all the members of the League.

The report, which bases its opposition chiefly on the ground that ICC's independence should be maintained, was sent also to Senator Joseph T. Robinson, of Arkansas, and Representative John J. Cochran, of Missouri, chairmen respectively of the joint Congressional committee appointed to consider the legislation. An opportunity for the League to appear before the committee to present its views was requested.

"This involves a matter of great importance," Edward F. Lacey, the League's executive secretary, informed members. "The independence of the Commission must be maintained. The League, as representing the shipping public, is entitled to be heard. As we have had no assurance that the League will be afforded a hearing, you are respectfully asked to communicate with your respective Senators and Congressmen, urging they use their efforts to obtain a hearing on behalf of the shippers insofar as the proposed reorganization might affect the Commission.

"It is also suggested you urge your representatives in Congress to undertake to have the Commission excepted from any plan of reorganization of the Governmental departments."

The special committee reviews at considerable length the functions of the Commission and says:

"There can be no question but what the shippers of the United States prefer that the Commission be left absolutely independent of any political influence or from any domination, in whole or in part, of any Governmental officer who may be termed a part of the current political administration.

"This attitude does not denote any reflection whatever upon any executive officer of the Government. It merely signifies the desire of the public to have the activities of the Commission just as independent from political or administration influence as are the deliberations of the Supreme Court of the United States. The League has consistently assumed this attitude whenever the subject has been brought up. It has opposed every bill which might in any way affect the independence of the deliberative processes of the Commission."

that accompanied some of the identifications, but we can die only once, so here they

OKLAHOMA CITY, OKLA.

THE PUBLIC WAREHOUSE COMPANY, INC.

1-9 Northwest First Street, Oklahoma City, Oklahoma

**MERCHANDISE STORAGE—COOLER ROOMS
POOL CAR DISTRIBUTION**

Brick and Concrete Construction Building. Strictly Fireproof—Automatic Sprinkler System. Insurance Rate 14.7c. Santa Fe Siding Conveniently located in Downtown Industrial and Retail districts.

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RED BALL STORAGE

First-class Warehouse for Merchandise and Household Goods. Automatic Sprinkler System. Office and Warehouse 300-310 East Grand Avenue.

We Solicit Your Accounts for Transfer and Storage. Members of American and National Warehousemen's Associations.

TULSA, OKLA.

FEDERAL STORAGE & VAN CO., INC.**MERCHANDISE STORAGE & DISTRIBUTION****Punctual Service & Remittances**
Centrally Located—Low Fire Rates

TULSA, OKLA.

Joe Hodges Fireproof Warehouse**Moving — Packing — Storage**

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

KLAMATH FALLS, ORE.

Established 1926

Klamath Falls Transfer & Storage Co.

400 KLAMATH AVE.

Merchandise and Household Goods Warehouse

Hollow Tile Construction 9,800 sq. ft. Investment \$8,000. Consign shipments via G. N. S. P. Transfers Household Goods. Equipment 2 Trucks. Cargo Insurance.

Member of A. W. A.—Ore. W. A.

PORTLAND, ORE.

Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses

Licensed under the U. S. Warehouse Act

Merchandise, Storage and Distribution

Private Siding Free Switching Sprinklered

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ALLIED DISTRIBUTION INC.

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TEL. MONROE 5531

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General Merchandise Storage and DistributionPrivate Siding All Railroads Entering Portland
Located in the center of wholesale and jobbing district.**POOL CAR DISTRIBUTION
A SPECIALTY**Member A. W. A.—Amer. Chain.
Established 1864

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established 1848

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U. S. BONDED and PUBLIC WAREHOUSESMerchandise Storage and Distribution
Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.

Eastern Representative Distribution Service, Inc.

PORTLAND, ORE.

MERCHANDISE WAREHOUSING AND TRANSPORTATION

Pool Cars and L. C. L. Distribution to the Pacific Northwest and Inland Empire with Free Pick Up and Delivery Service to All Main Points. Route your shipments Via Water or Rail to us at our private Siding.

PIHL TRANSFER & STORAGE CO.

1231 N. W. Hoyt St. Portland, Oregon

Our Personal Supervision assures you prompt and proper service.

PORTLAND, ORE.

COVER THE NORTHWEST
THROUGH**RUDIE WILHELM WHSE. CO., INC.**

Rudie Wilhelm, Pres.

Member A.W.A.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler SystemComplete Facilities for Storage and Distribution
of All Commodities

Agents: Universal Transcontinental Freight Service

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LEHIGH AND NEW ENGLAND TERMINAL WAREHOUSE CO.

500,000 CU. FT. COLD STORAGE
500,000 SQ. FT. DRY & HOUSEHOLD STORAGE

Serving ALLENTOWN, BETHLEHEM, and EASTON. Private Siding LEHIGH & NEW ENGLAND R. R.

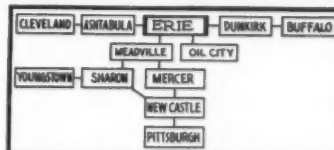
Lehigh and New England Terminal Warehouse Company
15th Avenue, North of Broad Street, Bethlehem, Pa.

ERIE, PA.

**THE ERIE
STORAGE
& CARTING
COMPANY**

1502 SASSAFRAS ST., ERIE, PA.

Trackage on New York Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of merchandise and household goods. Branch house service for manufacturers. Pool cars distributed.

MEMBER: ALLIED VAN LINES — N.F.W.A.
P.F.W.A.—Rotary and Kiwanis**THE IRWIN
TRANSPORTATION
COMPANY**1502 Sassafras St.
Erie, Pa.

Overnight service on merchandise to all of the above cities.

**ATTENTION
DISTRIBUTORS**

"Careful thinking on the part of shippers will readily disclose a preference for adequate service and dependable integrity over a few dimes saved in the monthly warehouse cost."

SimoNuggets

are: "You must mean John, the guy with the waxed moustache that defies duplica-

HARRISBURG, PA.

Pool Cars
Efficiently
Handled
Merchandise
and
Household
Goods Storage



HARRISBURG STORAGE CO., Harrisburg, Pa.
P. R. R. Sidings Agent for Aero Mayflower Transit Co.
American Warehousemen's Association, Mayflower Warehousemen's
Association, Penna. Furniture Warehousemen's Association, Penna.
Warehousemen's Association, American Chain of Warehouses

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GENERAL MERCHANDISE STORAGE
POOL CARS DISTRIBUTED
BRICK BUILDING—LOW INSURANCE
STORE DOOR DELIVERY ARRANGED FOR
PENNA. R. R. SIDING
OPERATED BY HARRISBURG WAREHOUSE CO.

HAZLETON, PA.

CHRIST N. KARN, Prop.

KARN'S TRANSFER & STORAGE

FIREPROOF STORAGE WAREHOUSE
Household Goods Storage, Packing, Shipping
Merchandise Storage and Distribution
Pool Cars Distributed. Local and Long Distance Hauling
Members of Mayflower Warehousemen's Association

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Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS
Merchandise and Household Goods
MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
Siding on P. R. R. and P. & R.

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LANCASTER, PA.
Merchandise Storage, Household Goods, Transferring,
Forwarding
Manufacturers' Distributors, Carload Distribution, Local
and Long Distance Moving
Members May. W.A.—P.F.W.A.

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**CARNAHAN
Transfer and Storage**

The most reliable transfer in Venango County. Fireproof ware-
house. Private rooms for furniture and pianos. General hauling.
Overland hauling. Piano moving. Furniture packing a specialty.
Forwarding agents
Members N. F. W. A.

PHILADELPHIA, PA.

A responsible nation-wide moving service. Call upon
us when transferring representatives any place in the
United States, Canada or abroad.

ATLAS STORAGE COMPANY
Agent: ALLIED VAN LINES, INC.
ATLAS TRANSPORTATION COMPANY
operating under tariffs filed with I.C.C.
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Telephone: EVERGREEN 1288 Cable address: BOWLINGVAN

PHILADELPHIA, PA.

Est. over 50 years.

FENTON STORAGE CO.

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fence"

P. R. R. Siding

Storage, moving and distribution of household goods and merchandise

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

Agent for Allied Van Lines, Inc.

Bus type vans for speedy delivery anywhere. We distribute
pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

GALLAGHER'S WAREHOUSES

Executive Offices—708 So. Delaware Ave.

General Merchandise Storage and Distribution

U. S. Bonded and Free Stores

Carload Distribution

Direct Railroad Sidings: Penna. R. R.—Reading R. R.
Company owns fleet of motor trucks for
city and suburban deliveries

PHILADELPHIA, PA.

BUELL G. MILLER, President

**MILLER**

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member M.W.A., P.M.T.A., C.F.M.A. of Pa.

**Waterways and
Terminals**

(Continued from page 27)

in coastwise service are going back into the lakes via
Montreal gateway for the 1937 season.

**City May Lease Free Port Zone to
Private Firm as Losses Rise**

THE Board of Estimate of New York City is con-
sidering plans for private operation of the Foreign
Trade Zone at Stapleton, Staten Island, which was
opened in February under municipal control and has
done little business.

A proposal from E. Ponchelot, a local importer,
is before the board, outlining a plan whereby a private
corporation, to be capitalized at \$100,000 (to be in-
creased to \$250,000 in two years), would seek business
abroad for the zone and would operate the venture.
However, the city would be required to set up an operat-
ing fund to maintain the free port. Mr. Ponchelot held
out the hope that the project, when on a paying basis,
would be able to reimburse the city for its expenditures
along these lines.

A report by the mayor's advisory committee on the
Foreign Trade Zone also is before the Board. It
states that municipal operation has been found imprac-
tical and unprofitable and urges the city to consider
every means of turning the project over to a private

(Continued on page 87)

tion"—"Terry is a knock-out in his tuxedo"—"I have often wondered whether John

The DIRECT Entry to Eastern Markets

13 modern warehouses. 68 acres of floor space with facilities for handling merchandise of every kind. Strategically located in the center of the wholesale district with direct connections with Pennsylvania Railroad and Reading Railroad. Completely equipped pool car departments. No cartage expense on l.c.l. rail shipments.

TERMINAL WAREHOUSE COMPANY

Delaware Ave. and Fairmount
PHILADELPHIA

Members—A. W. A., N. F. W. A., Pa. F. W. A.

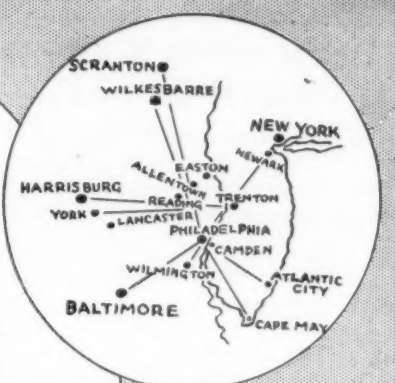
Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986

625 Third Street, SAN FRANCISCO . . . Phone Sutter 3461

219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at
Strategic Distribution Centers



Motor Truck Service

We own and operate a fleet of motor trucks to provide "Store Door" delivery throughout the Philadelphia trading area and are especially equipped to render "next morning" delivery anywhere within the area shown in the above map.

(Continued from page 86)

or quasi-public group. It strongly recommended that the Federal laws under which the free port was built be amended so as to make private operation more feasible.

The report says that the laws were much too rigidly drawn to permit profitable operation of the port. For example, the laws permit processing and manipulation of imports but do not provide for border-line cases of partial work on imported material.

Mr. Comstock's report pointed out also that much work in promoting the Zone abroad and interesting foreign shippers and importers in its facilities must be done. Such work, almost in the nature of salesmanship, does not fall within the realm of municipal government functions. Warehousing of supplies also involves a certain element of risk which he feels should not be assumed by the city government.

John McKenzie, Dock Commissioner, who is charged with responsibility for the free port, said he had not yet decided whether to recommend Mr. Ponchelot's offer to the Board.

Army to Spend \$55,000 for Deep Channel to Albany

IT is announced the War Department will spend \$55,000 for necessary dredging of the Hudson River to remove seasonal shoaling in the deep draft channel to Albany to restore the depth to 27 feet at mean low water.

Six Groups Fight Champlain Canal

THE Maritime Association announces that six labor, trade and transportation groups have filed briefs with the International Joint Commission in opposition

(Continued on page 88)

PHILADELPHIA, PA.

22 MODERN, CENTRALLY LOCATED WAREHOUSES

Right in the very center of the industrial, wholesale and retail sections of Philadelphia, with more than 1,000,000 sq. ft. of storage space, bonded and free, available.

Each building is of modern construction, fully equipped, adequately safeguarded and efficiently managed by an experienced staff qualified to handle all business detail, except selling.

Accommodations are provided for practically every type of merchandise, with separate buildings for hazardous goods.

SPECIAL BANKING SERVICE

is provided for the handling of bills-of-lading and loans on warehouse receipts.

PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

General Offices & Banking House, 111-113 S. 3rd St., Philadelphia

JOHN A. MCCARTHY, President

MEMBER: American Chain of Warehouses
American Warehousemen's Association (Merchandise Division)

Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel., Hanover 2-1954
J. W. Terreforte, 250 Park Ave. Tel., Plaza 3-1235

CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Telephone, Harrison 1496

earned his clothes by modeling on the side"—"You must mean J. W. Terreforte but I

PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.
Merchandise Storage & Distribution

Members A. W. A.

PITTSBURGH, PA.

"33 Years of Service"

Merchandise

Warehouses
Sprinkler Protected

Distributors
Penna. R. R. Siding

Kirby Transfer & Storage Co.
2538 Smallman St. Pittsburgh, Pa.

PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

Thomas White

Owner and Manager

WHITE TERMINAL CO.

16th-17th and PIKE STS.

IN THE HEART
OF THE
PITTSBURGH
JOBGING
DISTRICT



A large, modern, sprinklered warehouse with every facility for economical, efficient storage of merchandise and food products. A private siding on the Penn. R.R. Complete trucking facilities. Pool cars distributed. Consign your shipments to WHITE.

STORAGE-IN-TRANSIT PRIVILEGE

Also operators of **WHITE MOTOR EXPRESS CO.**

(Established 1918)

100% Mack Equipment

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE POOL CARS
MERCHANDISE STORAGE PACKING
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

SCRANTON, PA.

The Quackenbush Warehouse Co.

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION

D L & W and D & H Sidings

Member of Allied Distribution, Inc.



UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING

Private Siding B. & O. R.R.

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service

Storage-in-Transit and Pool Cars

19 New Bennett St.

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WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE AND DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

FIREPROOF WAREHOUSE

Storage, Moving, Shipping

80-90 Dudley St.

Member National Furniture Warehousemen's Assn.

Agent for Allied Van Lines, Inc.



(Continued from page 87)

to the proposal to construct a waterway from Montreal to Lake Champlain, southward through the Champlain Canal to the Hudson River and thence to tidewater at the Port of New York.

These opponents are National Coal Association, Associated Railroads of the United States, New York Waterways Association, Railway Employees of the United States, Dominion Railway Transportation Brotherhood, and Railroad Association of Canada.

Three other groups have indicated their opposition but have not filed briefs—Chamber of Commerce of the State of New York, Federation of Shippers of Canada, and Montreal Board of Trade.

New England interests will marshal their opposition to the plan at a hearing scheduled in Boston.

The Maritime Association summarizes its opposition in the following statement issued by Cornelius H. Callaghan, general manager:

"The proponents frankly admit the Chaplain project is not economically sound as a separate waterway project unless the St. Lawrence is canalized. The Champlain-Montreal project will only duplicate extensive transportation facilities now existing between the Great Lakes, St. Lawrence territory and Atlantic seaboard, which facilities are being used far less than their capacity.

"The Atlantic seaboard is now adequately provided with waterway facilities by the canal from the St. Lawrence River, east of Montreal thence through Lake Champlain and the Hudson River to New York. It affords a navigable route for barges and motor ships

(Continued on page 91)

am afraid he will resent the reference." If Terry or anyone else resents a little free

PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.
Storage all kinds of General Merchandise, Pool Car Distribution. Lowest Insurance.
Trackage facilities 50 cars. Dockage facilities on deep water.
Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.
Merchandise Storage and Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.
Members of the American Chain of Warehouses, Inc.

GREENVILLE, S. C.

"The Heart of the Piedmont"

TEXTILE WAREHOUSE CO.
Est. 1923 511-13-15 Rhett St.
GENERAL MERCHANDISE—H.H.G. STORAGE
Pool Car Distribution—Motor Truck Service
Low Insurance Rate Private Siding

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FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee
135,000 square feet on Southern Railway tracks.
Equipped with Automatic Sprinkler
Insurance at 12c. per \$100.00 Household goods shipments per annum. Pool Cars distributed. solicited. Prompt remittance made.
MEMBERS American Warehousemen's Ass'n
PROMPT AND EFFICIENT SERVICE

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J. E. Dupes, Pres. & Gen. Mgr.—E. V. Bruce, Asst. Treas.



Rowe Transfer & Storage Co.
416-426 N. Broadway

Household Goods and Merchandise Storage and Distribution. Pool Car Distribution.
Fireproof Warehouse. Low Insurance.
Agent, Aero Mayflower Transit Company
Member, Mayflower Warehousemen's Association

MEMPHIS, TENN.

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General Whse. & Dist. Co.
435 So. Front St.

"Good housekeeping, accurate records, Personal Service"
Located in the center of the Jobbing & Wholesale District
Sprinklered Low Insurance
Private R. R. siding Perfect service

MEMPHIS, TENN.

Established 1856

PATTERSON TRANSFER COMPANY

New River and Rail Terminal Warehouse. Merchandise Storage and Pool Car Distribution. Lowest Insurance Rates—\$1.10 per \$1,000.00 per Annum. Bonded Agents of all Rail and Barge lines. Let us serve you in the Mississippi Valley.
Member of A.W.A. and A.C.W.

MEMPHIS, TENN.

Pres. J. H. POSTON
Secy. and Treas. W. H. DEARING

**JOHN H. POSTON
STORAGE WAREHOUSES
INCORPORATED**
671 to 679 South Main St.
Established 1894
Insurance Rate \$1.26 per \$1,000 per Annum
DISTRIBUTION A SPECIALTY

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"SERVICE"

ROSE WAREHOUSE CO.

2-8 East and 2-12 West Calhoun Avenue, Memphis, Tennessee

Merchandise Storage and Pool Car Distribution

"SERVICE"

NASHVILLE, TENN.

124 First Avenue, N.
Phone 5-4153

BOND-CHADWELL CO.
MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE
RIVER, RAIL AND TRUCK TERMINAL
Household Storage, Local and Long Distance Moving
Fireproof Warehouses—Up-to-Date Equipment
AGENTS ALLIED VAN LINES, Inc.

NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co

MERCANTILE AND HOUSEHOLD STORAGE
WAREHOUSE STOCK and POOL CAR DISTRIBUTION
Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

Nashville Warehousing Co.

GENERAL STORAGE
POOL CAR DISTRIBUTION
FREE SWITCHING—CITY TRUCKING

MEMPHIS, TENN.

L. E. McKNIGHT, Pres.

OUR CUSTOMERS

ARE THE BEST ADS WE HAVE, BEFORE SETTLING IN MEMPHIS. LET US GIVE YOU THEIR NAMES.

MERCHANTS

WAREHOUSE CO., Inc.

Member, Associated Warehouses, Inc.

publicity, he is not a very good judge of values, so we'll continue this little game just

NASHVILLE, TENN.

ESTABLISHED 1886

The PRICE-BASS CO.

194-204 Hermitage Ave.

Merchandise Storage



Automatic Sprinklered — Lowest Insurance Spot Stock and Pool Car Distribution — Private Siding — Free Switching Motor Truck Service.

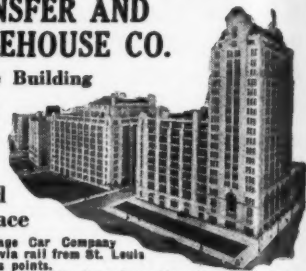
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E. D. Balcom (Established 1875) Gus E. Wenzel

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Second Unit Santa Fe Building Dallas, Texas

Modern Fireproof Construction—Office, Display, Manufacturers, and Warehouse Space



Operators of Lone Star Package Car Company (Dallas Division). Daily service via rail from St. Louis and C.F.A. territory to all Texas points. Semi-weekly service via Morgan Steamship Line from New York and Seaboard territory to all Texas points. H & N T Motor Freight Line, serving South Central, North Texas and Oklahoma.

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WM. C. BOYCE

J. A. RUSH



Armstrong Transfer & Storage Co., Inc.

Distributors of Merchandise

BONDED WAREHOUSES

Amarillo and Lubbock, Texas

Contract operators for all rail lines and Universal Carloading and Distributing Company.

Member Mayflower W. A.—Amarillo Warehousemen's Association—American Chain of Warehouses



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Dallas-Trinity Warehouse Company

"Courtesy With Unexcelled Service" Complete Warehousing

R. E. Abernathy, Pres.

3205 Worth, Box 26, Dallas

Ft. Worth-Trinity Warehouse Co. Also Corsicana-Trinity Warehouse Co. Ft. Worth, Texas Corsicana, Texas

Member of A.W.A.—S.W.A.

BEAUMONT, TEXAS

GARDNER'S

BEAUMONT TRANSFER & STORAGE COMPANY

Est. 1895

1101 CROCKETT STREET

GENERAL MERCHANDISE—H.H. GOODS STORAGE

POOL CAR DISTRIBUTION

PRIVATE SIDING—FREE SWITCHING

DALLAS, TEXAS

The Interstate Fireproof Storage & Transfer Co.

301 North Market St.

Merchandise Storage and Distribution.



CORPUS CHRISTI, TEX.

PERRY TUCKER

ESTAB. 1898



Corpus Christi Transfer Co., Inc.

DISTRIBUTORS OF MERCHANDISE VIA RAIL, TRUCK OR WATER

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Phone 123

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CORPUS CHRISTI, TEX.

C. M. Crocker—Pres. J. W. Crocker—Vice-Pres. May Crocker—Sec. & Treas.

CROCKER TRANSFER AND STORAGE CO., Inc.

Established 1912

Distribution Pool Cars or Boat Shipments

Merchandise & Household Goods

Storage—Drayage—Crating

Members—A.W.A. N.F.W.A. S.W.T.A. A.C.W.

Agent for Allied Van Lines, Inc.

DALLAS, TEXAS

REFERENCE ANY DALLAS BANK

AMERICAN TRANSFER & STORAGE CO.

BONDED FIREPROOF WAREHOUSES

MERCHANDISE—HOUSEHOLD GOODS

POOL CARS DISTRIBUTION

LOCAL DRAYAGE

K. K. MEISENBACH

JACK ORR

DALLAS, TEXAS

SPECIALIZING

MERCHANDISE STORAGE POOL-CAR DISTRIBUTION

SERVING THE GREAT SOUTHWEST AREA

EVERY ACCOUNT IS PERSONALLY SUPERVISED BY THE MANAGEMENT.



KOON-McNATT STORAGE & TRANSFER CO.

911 MARION ST.

CONTRACT OPERATORS FOR ALL RAIL LINES AND UNIVERSAL CARLOADING & DISTRIBUTING COMPANY

Over 10,000,000 Pounds of Freight Handled Monthly for Dallas Shippers

DALLAS, TEXAS

In Dallas It's Binyon-O'Keefe

With three warehouses having a total of 180,000 square feet of floor space; with our private side and free switching to Dallas' eleven trunk line railroads—in Dallas, Binyon-O'Keefe is best prepared to serve you.



For 60 Years

BINYON-O'KEEFE

For 60 Years



Dallas Associated with Distribution Service, Inc.

DALLAS, TEXAS

A Complete Merchandise Warehouse

COLD STORAGE—MERCHANDISE STORAGE YARD STORAGE—RENTALS

MORGAN WAREHOUSE and COMMERCIAL COMPANY

Houston Street at McKinney Avenue. 1917 North Houston Street. 703 McKinney Avenue, Dallas, Texas.

The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willingness can offer.

as long as you fellows supply the material. Don't wait for the other fellow to name you

(Continued from page 88)

having a capacity many times the present small traffic volume.

"In addition there is the St. Lawrence River, with a channel depth of 14 feet between the Great Lakes and the Atlantic Ocean, and the New York State Barge Canal, offering another route 12 feet in depth. The latter is being deepened to 14 feet from Oswego to the Hudson River.

"All these waterways have a substantial excess capacity. In the territory to be served by the proposed waterway there are seven United States railroads as well as Canadian railroads running between the St. Lawrence River and the Atlantic seaboard. None is used to capacity. In addition there would be eight other railroads indirectly affected."

The Champlain proposal has been advanced as a part of the plan to dig a deep-draft waterway along the St. Lawrence River through the intermediate canals and waterway to the Great Lakes.

Proponents of the plan have predicted benefits to the producers of soft coal and the opening of a low-cost route for local traffic from the New England States and New York. They have attacked the New York opponents for their desire to "continue a strangle-hold" on maritime commerce.

Canal Cargo Insurance

THE fight is set over marine insurance rates this year for carriers using the New York State Barge Canal. Figure out a proposed \$250,000 to \$300,000 annual jump in cargo insurance rates through the canal, from New York to Buffalo, and beyond into the northwest, plus other increasing costs, and there'll be no profit left, the canal carriers say. They transport approximately 5,000,000 tons of freight annually through the canal. To make any money, they must overcome intensive rail and truck competition, and meet many obstacles. They plan the game as it comes, but a quarter-million (or more) expense annually—that's about impossible.

Last year the carriers paid a marine insurance rate on general merchandise of about (total) 33½ cents per ton, New York to Buffalo. It's different now. The insurance people want to raise the general merchandise insurance rate to about 52½ cents per ton. The insurance rate per ton to Buffalo on rubber has been 17½ cents per ton, but tentative figures for 1937 would boost the rate to about 37½ cents. There would be a jump in the rate for sulphur, and so on down the list.

Canal carriers resent it all, and the State Attorney General's office will be asked where the law begins and ends as to insurance increases. Some of the carriers even think of taking the matter to Prosecutor Dewey, as savoring of "another racket." The fry is on the fire, and much shipping through the barge canal this year appears to depend on the outcome.

Insurance men say the rate increases are being recommended, one company to another, but there is nothing official to go upon. It might run against Federal law to engage in wholesale rate increases. Insurance men point to losses in barge canal-Hudson River traffic, but it's all a question of business being able to continue or having to quit.

I. L. A. Loses Fight in Port of Montreal

THE International Longshoremen's Association lost its battle recently to bring longshoremen in Montreal under its control.

International delegates of the union, seeking to ex-

(Concluded on page 92)

—you name him. We have absolutely no control over the situation, so can't be blamed if

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 350,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



For 60
Years

BINYON-O'KEEFE
Fireproof Storage Co.

For 60
Years



Fort Worth
Associated with Distribution Service, Inc.

FORT WORTH, TEXAS

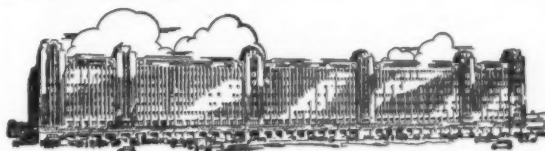
Storage, Cartage, Pool Car Distribution

O. K. Warehouse Company, Inc.

255 W. 15th St.

Fort Worth, Tex.

FORT WORTH, TEXAS



The Southwest's Finest Warehouse

MERCHANDISE STORAGE

**POOL CAR DISTRIBUTION, OFFICE DISPLAY
AND WAREHOUSE SPACE**

Texas and Pacific

Terminal Warehouse Co.

HARLINGEN, TEXAS

Jones Transfer & Storage Co., Inc.

Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.
Merchandise storage—pool car distribution, daily motor freight lines.
Furniture vans—equipment for heavy hauling.

Service Covers the Lower Rio Grande Valley

HOUSTON, TEXAS

BINYON-STRICKLAND

WAREHOUSES, INC.

Merchandise Storage — Pool Car Distribution
Centrally Located — Lowest Insurance Rate
Private Siding Southern Pacific Ry. Co.
Goliad & Morin Sts. Houston

HOUSTON, TEXAS

HOUSTON CENTRAL WAREHOUSE CO.

ALL MODERN FACILITIES FOR EFFICIENT
WAREHOUSING AND DISTRIBUTION OF MERCHANDISE
HOUSTON'S MOST CENTRALLY LOCATED.

New York Rep.
ALLIED DIST., INC.
Phone: Penn. 6-0968

Chicago Rep.
ALLIED DIST., INC.
Phone: MON. 5331

HOUSTON, TEXAS

HOUSTON PORT WAREHOUSE CO.

Merchandise Storage & Pool Car Distribution

Operating three hundred truck units serving Texas, Oklahoma,
Louisiana, and Arkansas. Full cargo insurance.

TEXAS

DIRECTORY OF WAREHOUSES

D and W, May, 1936

HOUSTON, TEXAS

Houston Terminal Warehouse & Cold Storage Company
General Storage Cold Storage U. S. Customs Bonded
Pool Car Distribution
Office Space Display Space Parking Space
Lowest Insurance Rate

New York Representative
Phone Plaza 3-1235

Chicago Representative
Phone Harrison 1496

HOUSTON, TEXAS

PATRICK TRANSFER & STORAGE CO.

Shipside and Uptown Warehouses
Merchandise Storage and Distribution
Operators—Houston Division
LONE STAR PACKAGE CAR CO.

1302 Nance St.

Houston, Texas

HOUSTON, TEXAS

UNIVERSAL TERMINAL WAREHOUSE CO.

Merchandise Storage — Pool Car Distribution
— U. S. Customs Bonded —
— Office Space —

New York Representatives:
DISTRIBUTION SERVICE, INC.
100 Broad Street

Chicago Representatives:
DISTRIBUTION SERVICE, INC.
219 E. North Water St.

Members A.W.A. and State and Local Associations.

HOUSTON, TEXAS

IN HOUSTON

**Westheimer
Transfer and Storage Co., Inc.**

Fifty-four Years of Dependable Service
SERVICE TO COVER EVERY BRANCH OF THE INDUSTRY
Benj. S. Hurwitz President Agent for Allied Van Lines, Inc. State and Local Assn.

SAN ANTONIO, TEXAS

**MERCHANTS TRANSFER & STORAGE CO.
FIREPROOF BONDED WAREHOUSE**

Complete Storage and Distribution Service

over 50 years of satisfactory service

Member of A.W.A.—N.F.W.A.—S.W.A.

SAN ANTONIO, TEXAS

**Muegge-Jenull Warehouse Co.
BONDED FIREPROOF**

POOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE

Dependable Service Since 1913

SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

Scobey Fireproof Storage Co.

HOUSEHOLD MERCHANDISE
COLD STORAGE CARTAGE

DISTRIBUTION

INSURANCE RATE 10c

Members of 4 Leading Associations

SAN ANTONIO, TEXAS



**SOUTHERN TRANSFER CO., INC.
FIREPROOF BONDED STORAGE**

U. S. Customs Bonded Warehouse—
Cartman's Permit No. 1

TYLER, TEXAS

EAST TEXAS TERMINAL WAREHOUSE CO., Inc.

Serving the World's Largest Oil Field
and All of North and East Texas.

The highest type of BONDED Storage
and Warehouse facilities.
POOL CAR DISTRIBUTION

Member—S.W.A.

415-17 N. College and Cottonbelt tracks.

TYLER, TEXAS

Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.

WAGO, TEXAS

TEXAS FIREPROOF STORAGE CO.

225-227 So. 11th St.

Modern Merchandise and Household Goods Storage

Free Switching, Eight-Car Private Siding.

Storage-in-Transit Privileges. Branch Office Facilities.

Pool Car Distribution. Household Goods Transferred.

Established 1923

R. B. Albaugh, Pres.

Member of AWA—NFWA—AVL—SWA—ACW

WICHITA FALLS, TEXAS

Wichita Falls Fireproof Warehouse

(Reinforced concrete)

Motor Freight Service to All Territory

Tarry Warehouse & Storage Company, Inc.

Members { National Furn. Warehousemen's Assn.
Southwest Warehouse & Transfomers's Assn.
See TYLER-TARRY-FAGG Co. Associated

(Concluded from page 91)

tend its influence to the Port of Montreal by obtaining a contract with the Shipping Federation of Canada, were told by local shipping companies that the federation could not, and would not, break its 1937 agreement with the National Independent Union of Longshoremen, Inc., ruling body on the waterfront since the spring of 1936.

Joseph P. Ryan of New York, president of the I.L.A., threatened that his organization would boycott vessels of the Federation's member companies in every Atlantic port at which the union held preferential agreements.

Heavy Import Grain Movements

STEAMSHIP companies, barge line and railroads operating in the Great Lakes area will benefit during the coming months from the heavy import movement of Argentine corn to be used for feed purposes throughout the Middle West. Imports are expected to reach 20,000,000 bushels, most of which will move down the St. Lawrence to Great Lakes ports.

A number of waterfront terminals in Atlantic seaboard cities that do not have elevator facilities for handling loose grain are receiving heavy tonnage of Argentine corn and oats in 100 lb. bags which enter general storage, same basis as other package commodities, and at very remunerative rates for warehousing.

Dock Shortage in Philadelphia

THE Port of Philadelphia, experiencing the greatest boom in a decade, faces a shortage of wharfage facilities. For the first time in six years every municipal pier with a superstructure is occupied and the demand for more space along the Delaware River front continues to grow. Reported as of April 15.

your name doesn't appear. If you don't know Terreforte, you'll find his picture pub-

OGDEN, UTAH.

Member of A.W.A.

WESTERN GATEWAY STORAGE CO.

Warehousing in all its branches

Precise and definite service at reasonable rates
Ogden is the largest railroad terminal in the Intermountain West. Considerable time can be saved in the distribution of pool cars through Ogden

SALT LAKE CITY, UTAH

CENTRAL WAREHOUSE

Fireproof

Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribution. Office Facilities.

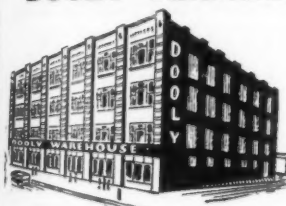
Member A. W. A.

SALT LAKE CITY, UTAH

DOOLY TERMINAL WAREHOUSE

"IT'S THE LOCATION"

213 So. First West St.



FACILITIES—55,000 sq. ft.: Slow burning, brick, steel and mill const.; Floor load 250 lbs.; Sprinkler sys.; A.D.T.; private watchman; insurance rate, 14c. Interurban Electric siding; free switching from all R. R's.

SERVICE FEATURES—Bonded, Pool car distributors. Merchandise storage; collections made and promptly paid; extending all services of a branch house except the actual selling. Free pick-up and delivery service from warehouse to transportation depots. Office space.

ASSOCIATIONS—Utah Warehousemen's Assn. IDEALLY LOCATED—On the edge of Salt Lake's business and financial district and right in the center of the jobbing section—in the heart of all business activity, and the most desirable location in Salt Lake City.

Our negotiable receipts are accepted by banks as collateral against Merchandise stored in warehouse. Prompt delivery service.



SALT LAKE CITY, UTAH

"This is the Place"

FOR BETTER SERVICE

SECURITY STORAGE & COMMISSION CO.

230 S. 4TH WEST STREET

Over 30 Years Experience

Merchandise Warehousing - Distribution
Sprinklered Building - Complete Facilities
Lowest Insurance Cost - A.D.T. Watchman Service
Office Accommodations - Display Space

Represented by American Chain of Warehouses, Inc.

New York Chicago
250 Park Ave. 83 W. Jackson Blvd.

MEMBER:
A.W.A.—U.W.A.

LYNCHBURG, VA.

C. GILBERT, Owner and Mgr.

Gilbert Storage & Transfer Co.

60 7th STREET

Pool Car Distribution of Merchandise and
Household Goods.

Sprinklered Building with Automatic
Fire Alarm.

Household Goods Transferred

NORFOLK, VA.

HOUSEHOLD AUTOMOBILE STORAGE MERCHANDISE

NEW-BELL STORAGE CORPORATION

NORFOLK, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE

50,000 SQUARE FEET PRIVATE RAIL SIDING

Lowest Insurance Rate in Norfolk. Pool Car Distribution

WE SPECIALIZE IN MERCHANDISE STORAGE

AND DISTRIBUTION

AGENTS AERO MAYFLOWER TRANSIT COMPANY

Member M.W.A. & S.W.A.

NORFOLK, VA.

Established 1892

SOUTHGATE
STORAGE COMPANY, Inc.

MEMBER:
A.C.W.
A.W.A.
S.W.A.
U.S.C. & W.C.

Write for Booklet—"7 POINT DISTRIBUTION"

For economical storage and distribution
you will want to know more about our
individualized services. Our fireproof
warehouses are in the Southgate Terminal,
on the waterfront and in the center of
Norfolk's wholesale district. Served by
all rail, water and motor lines.

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution

Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space

Insurance Rate 14 Cents

JENNINGS-CORNWALL WAREHOUSE CO.

Salt Lake City, Utah

Represented by
DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

SALT LAKE CITY, UTAH

Storage — Distribution — Service

M. A. KEYSER FIREPROOF STORAGE CO.

328 West 2nd South

TELEPHONE

Heavy foot space. Reinforced concrete
and brick with office or deck space, also
U. S. Customs bonded space. In center
of jobbing district. Free switching.
Private siding.

26 years
Unsurpassed service. Specialists in dis-
tribution. Our receipts accepted as col-
lateral by banks for mds. in storage.
Free P. & D. service over rail and
truck lines.

Member AWA—NFWA—UWA—AWI

SALT LAKE CITY, UTAH

MOLLERUP MOVING AND STORAGE CO.

Operating

MOLLERUP VAN LINES

Warehousing, Local and Long Distance Moving.
Shipments handled from all parts of the U. S.

Bonded and Insured.

J. A. MOLLERUP, Manager

ATTENTION
WAREHOUSEMEN

"The intelligent advertiser
will reap his reward while the
dunce complains that opportuni-
ty passed him by."

John Simon

RICHMOND, VA.

59 YEARS OF UNINTERRUPTED AND EXPERT SERVICE

BROOKS TRANSFER AND STORAGE CO., Inc.

1224 W. Broad Street, Richmond, Va.

Three Fireproof Storage Warehouses—510,000 Cubic Feet Floor Space—Automatic
Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and
Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor
Van Service to All States East of Mississippi River—Freight Truck Line.

Member of S. W. A.—N. F. W. A.—A. V. L.—A. T. A.

RICHMOND, VA.

STORAGE
HOUSEHOLD
GOODS

OBJECTS of ART
FURS - RUGS
VALUABLES

THE W. FRED. RICHARDSON
Security Storage Corporation

PACKING FOR SHIPMENT

Local and Long Distance Movements

ESTABLISHED 1867

Agent for Allied Van Lines, Inc.

lished somewhere in this issue; another new development. We hereby request those who

VIRGINIA

DIRECTORY OF WAREHOUSES

D and W, May, 1934

RICHMOND, VA.

100,000 Sq. Ft. Space

VIRGINIA BONDED WAREHOUSE CORPORATION
ESTABLISHED 1908 1709 E. CARY ST.
U. S. BONDED & PUBLIC WAREHOUSES
MERCHANDISE STORAGE & DISTRIBUTION
INSURANCE RATES 20c PER \$100 PER YEAR
Member A.W.A.
BUILDINGS SPRINKLERED

ROANOKE, VA.



H. L. LAWSON & SON
Finance and Storage
Pool Car Distributors
General Merchandise Storage
421-25 EAST CAMPBELL AVE.
ROANOKE, VIRGINIA

ROANOKE, VA.

ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars Automatic Sprinkles
Private Railroad Siding Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution
for Agents, Brokers and General Merchandise Houses.
Member of American Chain of Warehouses

SEATTLE, WASH.

ABC STORAGE CO.

Estab.
1909

We Make a Specialty of Storage for
Agents, Brokers, and General
Business Houses

Private Siding. Shipments Via Any Railroad. Pool Car Distribution.
Sales Representation. Labeling, Grading, Sorting,
Motor Freight Boxing. 304 So. Alaskan
Terminal Way

SEATTLE, WASH.

EYRES TRANSFER AND WAREHOUSE CO., Inc.
SEATTLE, WASH.

Fireproof Warehouses 220,000 Square Feet
INSURANCE .133 Cents per \$100.00
GENERAL STORAGE AND DISTRIBUTING SERVICE
OPERATING 65 AUTOS Since 1889
Members of NFWA—ACW—WSWA

SEATTLE, WASH.

LET LYON GUARD YOUR GOODS



Northwest Distributors
Seattle—Tacoma—Portland
Seattle, 2030 Dexter Avenue
Dean C. McLean, Mgr.

SEATTLE, WASH.

TAYLOR-EDWARDS Warehouse & Transfer Co., Inc.

Free switching service—Low insurance rates
Associated with leading warehouses through
DISTRIBUTION SERVICE, INC.
New York Chicago San Francisco
Members of—American Warehousemen's Assn.; National Furniture Warehousemen's Assn.; Washington State Warehousemen's Assn.

SEATTLE, WASH.

UNITED WAREHOUSE COMPANY
1990 Railroad Avenue

GENERAL MERCHANDISE
STORAGE
100,000 sq. ft. capacity
Established 1900



POOL-CAR
DISTRIBUTORS
U. S. Customs Bond
Free Switching

SEATTLE, WASH.



OLYMPIC WAREHOUSE & COLD STORAGE CO.

J. R. GOODFELLOW, Pres.

FACILITIES—Cold Storage, 144,000 cu. ft.; Dry storage, 66,000 sq. ft.; Rentals, 20,000 sq. ft. Fireproof, brick const.; Sprinkler system; Insurance rate: 12.8c. Siding connects with all rail lines.

SERVICE FEATURES: Bonded U. S. Customs; State; State Liquor Control Board. Pool car distributors. Office rentals (modern facilities, nominal rentals, telephone and stenographic service).

REPRESENTED BY—Central Distribution Bureau: Chicago and New York.

ASSOCIATIONS—A.W.A. (C.S.); Wash. State Wharves Assn. OTHER DATA—Our negotiable warehouse receipts are accepted by banks as collateral for loans against merchandise stored in our warehouse.



1203 Western Avenue

Tel. Seneca 2466

Established 1931

Incorporated

SEATTLE, WASH.

WINN & RUSSELL, INC.

1014 Fourth Ave., South

General merchandise storage and distribution



Located in the center of wholesale and jobbing district

Low insurance rates Office and desk space
Member—A. W. A.—Allied Distribution, Inc.

SPOKANE, WASH.

OPERATING WAREHOUSES
IN PRINCIPAL CITIES OF THE WEST

Satisfaction
Assured



MOVING & STORAGE CO.
S. 151 Adams St.
EARL J. GREIBLING, Mgr.

SPOKANE, WASH.

Millard Johnson
Pres.

W. B. Fehle
Sede.

Consign to
SPOKANE TRANSFER & STORAGE CO.
A. W. A. 308-316 Pacific Ave. N. F. W. A.

Merchandise Department
Largest Spot-Stocks in the
"Inland Empire."
(67,000 sq. ft.)

Household Goods Dept.
Assembling and distribution of
pool and local shipments.
Agents for JUDSON.

Member of American Chain of Warehouses

For City of Washington, D. C.
refer to
DISTRICT of COLUMBIA

have already been mentioned in this horizontal column to send in their photographs for

FOR SALE

Complete, going, storage warehouse and trucking establishment in Kankakee. For details, write Harry L. Topping, Arcade Building, Kankakee, Ill.

"We've Heard that"—

(Concluded from page 15)

canned before the Florida season ends, it is stated. Up to March 13 a total of 6,746,242 cases had been processed, divided as follows: grapefruit hearts, 3,526,127; grapefruit juice, 2,917,370; orange juice, 135,155; citrus salad, 30,903; orange-grapefruit blended juice, 139,687.

According to C. E. Lindsey, president of the Florida Grapefruit Canners' Association, the British Isles, with more than 1,000,000 cases, are large consumers of canned fruit products. Ten years ago, according to Mr. Lindsey, who is president also of the Lakeland Highlands Canning Co., the total output of canned products in Florida and Puerto Rico was only a little more than 300,000 cases.

Eastbound Intercoastal o o o

An adjustment in rates from 10 to 15% will be made effective on June 1 on eastbound traffic by the Intercoastal Steamship Freight Association. This increase will be in line with expectations, it being generally understood that the westbound intercoastal rate structure will go through a process of readjustment following conference with the trans-continental railroads.

Contemplated increases on the intercoastal rates includes an advance from 51½ cents to 57 cents per 100 pounds on canned goods. On sugar, the intercoastal lines contemplate increasing the eastbound rate from 28 cents to 30 cents per 100. An increase of \$1 a ton, to \$6.50 per ton is planned on wheat, barley and oats in bags or bulk moving in minimum lots of 500 net tons. Rubber will be advanced from 45 to 50 cents.

Customs Rule Withdrawn o o o

The Local Freight Agents Association, Seattle, has cancelled the new rule affecting the handling of import consolidated carload traffic moving under immediate transportation entirely to eastern consignees at different destination. The ruling by the railroad agents at Seattle was that consolidated carloads could contain only shipments subject to immediate transportation entries at one destination. In other words, a consolidated carload of Oriental merchandise moving in bond to Chicago could contain shipments on which the immediate transportation entries there would be completed there. This ruling was contrary to long standing practice whereby shipments for surrounding points were transferred, in bond, to connecting rail carriers.

Import Fish Rates o o o

Reduced import rates are now effective on canned, salt and stock fish from north Atlantic and Canadian ports to Duluth, Minneapolis and St. Paul. The rail carriers are reducing the rate on import fish items to 43 cents per 100 pounds to Duluth and St. Paul, the regular rates having been 49 cents to Duluth and 58 cents to St. Paul and Minneapolis. This has been done to meet the all-water competition from Norway to northern lake ports. Reduced rail rates on import fish items were reduced by the railroads on March 25 to Chicago, Milwaukee and Detroit.

TACOMA, WASH.



Pacific Storage & Transfer Co.

Drayage Storage Distribution

Located in Center of Wholesale and Jobbing District
General Merchandise Storage

HUNTINGTON, W. VA.

THE SHIPPING CENTER for 4 STATES

Ohio Kentucky Virginia West Virginia

Huntington is the shipping center of four states. From it you can reach Southern West Virginia, Southern Ohio, Eastern Kentucky and Northern Virginia by five railroads, the Ohio River and paved highways leading in five directions.

A first class warehouse for your goods; private side track from any railroad entering city—no switching charge; our own trucks and a competent force of employees. All at a cost that is surprisingly low yet everything is convenient for your warehousing needs.

HUNTINGTON WAREHOUSE CORP.

1639-41-43-45 Seventh Ave., Huntington, W. Va.

Member of A.C.W.—A.W.A.

GREEN BAY, WIS.

Established 1903

LEICHT TRANSFER AND STORAGE CO.

100 South Broadway

Merchandise Distributors and Household Goods

Forwarders.

Haulers of Cement and Contractors Equipment and Heavy Machinery to All Points.

U. S. Customs, Warehouse, State and Public Bonded.

Waterfront Facilities: Private Siding CB&W.

Wood Pulp a Specialty. Pool Car Distribution.

Members of MarWA—WisWA

LA CROSSE, WIS.

La Crosse Terminal Warehouse Co.

GENERAL STORAGE

We make a specialty of storage and pool car distribution for agents, brokers, and general merchandise houses.

Free switching service

Large fleet of Vans and Delivery Trucks

We give prompt service

430-434 SOUTH THIRD STREET

MADISON, WIS.



MRS. ROBERT M. JENKINS, Pres.

The Union Transfer & Storage Co.

State Bonded Warehouse on Private Switch

Fireproof Building 85,000 Square Feet

Pool Car Distribution by Truck or Rail

Private Siding Milwaukee Road.

Free Switching All Roads

Established 1895

ATTENTION
DISTRIBUTORS

"Choose your warehouse as you would your doctor or lawyer."

SimoNuggets

ATTENTION
WAREHOUSEMEN

"If conditions were ever such as to demand advertising, now is the time."

John Simon

MILWAUKEE, WIS.

in Milwaukee



United States Government
Bonded. State of Wisconsin
Licensed and Bonded.

ATLAS STORAGE CO.
Division of P&V-Atlas Industrial Center
710 W. VIRGINIA ST. MILWAUKEE, WISCONSIN
Represented by DISTRIBUTION SERVICE, INC.
New York—100 Broad Street Chicago—219 E. North Water Street
San Francisco—625 Third Street

MILWAUKEE, WIS.

"The Million Dollar Warehouse Company"

HANSEN STORAGE CO.

ESTABLISHED 27 YEARS—LARGEST IN WISCONSIN
18 Warehouses—50 Car Side Track—850 Foot Deck
DEPENDABLE—EXPERT—QUICK SERVICE

We specialize in
Merchandise Distribution and Furnish
"BRANCH HOUSE SERVICE"


"Let Us Solve Your Distribution Problems"
Ship Your Merchandise to Yourself in Our Care
and Have Instructions Follow.
"We Will Do the Rest."

"U. S. Government Bonded Warehouse"

MILWAUKEE, WIS.

LINCOLN

FIREPROOF WAREHOUSE CO.
WAREHOUSE SERVICE OF EVERY DESCRIPTION
RAILROAD SIDINGS AND DOCKING FACILITIES
LOCATED IN HEART OF BUSINESS DISTRICT
OFFICES: 206 W. HIGHLAND AVE.
Member of A.W.A.—W.W.A.—N.F.W.A.



MILWAUKEE, WIS.


National Warehouse Corporation
"Milwaukee's Finest"

C. & N. W. R.R. Siding Licensed, Bonded
SO. WATER & BRUCE STREETS
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New York Office:
Associated Warehouses, Inc.,
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Franklin 6263



A Solid Block of Responsible Warehousing

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Merchandise Storage—Moving—
Packing—Shipping

RACINE TERMINAL WAREHOUSE & TRANSFER COMPANY
1 to 7 Main Street, Racine, Wis.

Safety for Inflammables
Provided by Long Vault

(Concluded from page 11)

tion of inflammables and combustibles are some cleaning fluids and polishing liquids, liquid latex, celluloid, rubber cement, and so on, which in transportation terms are designated as "Red Label" products, as the railroads affix a red label to cars carrying products of an inflammable or hazardous nature. With such products every precaution must be taken to insure safety all along the line, from shop to consumer.

For the trans-shipment of such commodities and for short-time storage the S. N. Long Warehouse, St. Louis, has constructed a fireproof vault in the basement of one of its warehouse buildings.

Strictly speaking, the vault is a separate structure, with floors, walls and ceiling of massive reinforced concrete and with fireproof doors.

Persons who have handled volatile products know that they frequently give off slight fumes which, of course, are inflammable. It therefore was necessary to have an opening which, by means of a pipe, permits any possible fumes to escape to the outer atmosphere. The light bulbs in this vault are vapor-proof so that in the event of one being broken there can be no possibility of electrical exposure; and the bulbs are protected by heavy mesh screening against contact breakage.

This vault overcomes the problem of sheltering hazardous goods and saves those customer-shippers who manufacture such products the otherwise excessively high insurance rates.

As to size, the vault has not much to boast of, being an enclosure containing approximately 3,341 cubic feet. However, the demand for this type of storage has considerably increased and the Long company is seriously considering enlarging the area to meet the demand. The products at present being stored in this space are cases of sheet celluloid, drums and cans of rubber cement, drums and cans of solvent of an inflammable nature, cases of box toe composition, and similar products.

Inasmuch as the initial cost of construction of the vault was quite an item, the space within this enclosure is held at a higher value than the regular warehouse space, and it therefore follows that rates for vault space must be set somewhat higher than space used for non-inflammable products. But shippers of these hazardous products realize, without exception, that special conditions must be provided for their commodities and they are willing to pay the increased rate.

Award for Distribution Improvement
Goes to Philadelphia Coke Company

FOR the most outstanding contribution to improvement in distribution by any firm doing business in the United States in 1936, Philadelphia Coke Company received on April 19 the Howard G. Ford award the Sales Managers' Association of Philadelphia.

Competition for the award is based on plans which have successfully increased sales, reduced selling costs or created higher standards in the field of sales management in relation to finance, production, managing and merchandising, research and advertising.

The presentation to Philadelphia Coke was based on the problem of merchandising a fixed daily production of Koppers coke—through "a highly organized and artificially stimulated sales campaign in the off-season which successfully attained these objectives: lowering of summer inventory, establishing a straight-line delivery curve, minimum amount of seasonal lay-off of personnel, and dollar savings for customers."

The award is a gold and bronze plaque. This was the first time the award had been made, having been originated in November of 1935.

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Ross Becomes Manager

Announcement is made in Los Angeles that Gordon Ross has been made manager of Overland Terminal Warehouse Company, which is identified with Crooms Terminal Warehouses, Chicago and Kansas City.

Mr. Ross had been associate manager and operating executive since the organization was established, in 1931.

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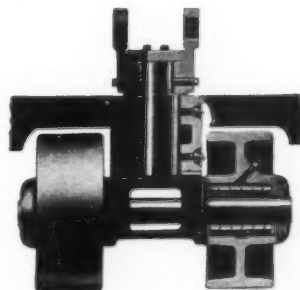
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Editor

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